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TRANSFER & STORAGE

Volume XIV., No. 6.

PITTSBURGH, PA.

June, 1915



IN THIS ISSUE:

Annual Convention of National Team Owners' Association, at Springfield, Mass.

Annual Meeting of Illinois Furniture Warehousemen's Association at Lake Harbor, Mich.

Notice of Annual Meeting of New York Furniture Warehousemen's Association at New London, Conn.

What the Local Associations Have Accomplished.

New Freight Terminal at Pittsburgh Shows Improvements.

Motor Trucks in Transfer and Storage Business.



ESTABLISHED IN 1902 AS
THE TEAM OWNERS' REVIEW

TRANSFER & STORAGE

—ANOTHER
FEDERAL
ENDORSEMENT

SOUTHERN TRANSFER COMPANY
107 King Street
NORRIS BROTHERS, Proprietors
SEATTLE: WASH.

Federal Motor Truck Company,
Detroit, Michigan.

ATTENTION MR. H. P. SIGWALT:

Our Federal truck No. 1 has been in active service since Nov. 15, 1913, taking the place of three double teams, and has not been out of commission once. In our experience, we have found the truck very economical to operate, having run 10,000 miles to date with a repair bill of \$5.

We wouldn't, in fact, couldn't do without our Federal, and on August 4, 1914, we purchased another, making Federal No. 2. When we make another purchase it will certainly be Federal No. 3.

Yours truly,

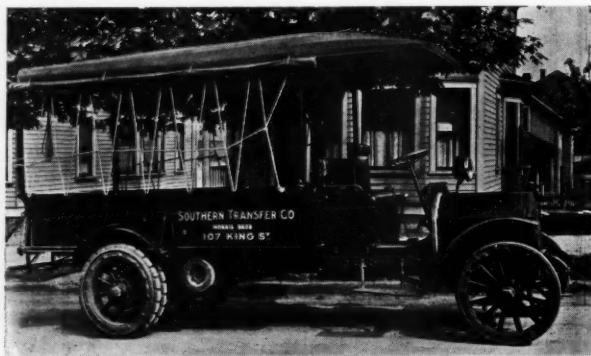
SOUTHERN TRANSFER COMPANY,

IFN/O

By I. F. Norris, Jr., Manager.

SINCE THIS LETTER THEY HAVE PURCHASED TRUCK NO. 3.
IT'S A WORM-DRIVE FEDERAL.

The Truck



The letter above is a fair sample of the hundreds of letters we have received from Federal owners all over the world. We have a great many from men in your own line of business. **Your** Federal will give you the same dependable and economical service that over 3,000 Federals are giving every day.

Let us show you what the Federals will save you in your own business.
Write to-day.

"INVESTIGATION MEANS FEDERALIZATION"

FEDERAL MOTOR TRUCK CO.
132-140 Leavitt Street DETROIT, MICHIGAN

Be sure and see the Federal Exhibit in the Transportation Palace at the Panama Exposition.

INSURE YOUR HORSES

AGAINST ACCIDENTS

Prevent Their Falling Down When Traveling is Difficult



Open Cat-Foot

IN THE SUMMER,

When PAVEMENTS are SLIPPERY from Rain or Water and on OILY or GREASY ROADS

CAT-FOOTS



Bar Cat-Foot

will keep your horses on their feet. They will not only prevent the falling of the horse, but they will also eliminate the worrying caused by constant slipping and sliding, which is now using up a large part of the horses' strength. CAT-FOOTS will give your horse CONFIDENCE, they will SAVE HIS STRENGTH. CAT-FOOTS WEAR LONGER THAN ANY OTHER SHOES. They will SAVE YOU MONEY.

IT WILL PAY YOU TO GIVE CAT-FOOTS A TRIAL.

IN THE WINTER

When Roads are Slippery from Snow or Ice provide your horses with REMOVABLE CALKS.



GOLDEN RUSTLESS RING-POINT CALKS

THE CALKS WITH THE WELDED TOOL STEEL CENTER POSITIVELY SELF-SHARPENING, WEAR LONGER AND SHARPER THAN ANY OTHERS.

ROWE DRIVE CALKS

HARDER, SHARPER, LONGER-WEARING THAN OTHERS. POSITIVELY WON'T FALL OUT.

ANY UP-TO-DATE
HORSESHOER
can supply you with
ANYTHING in the
ROWE LINE.

The ROWE CALK COMPANY
Hartford Connecticut

TEAR THIS OFF AND MAIL TO-DAY.
The Rowe Calk Co.,
Hartford, Conn.
Send me to-day, without any obligation on
my part, detailed information concerning
My horseshoer is
Very truly yours.



INDEPENDENT BREWING CO.
7 WHITE TRUCKS



JOSEPH HORNE CO.-38 WHITE TRUCKS



FRANK PARMELEE CO.
9 WHITE TRUCKS



KAUFMANN & BAER CO.
40 WHITE TRUCKS

White Building Makes White Truck Performance a Law Unto Itself in Length as in Perfection of Service

COMPARISONS may be "odious" but they eliminate the unfit. The comparative test of side-by-side service is the only fair way to find out which truck is doing the work steady, at lowest cost and for the longest time. Because of such tests White Trucks predominate in most large fleets in the country.

Faithfully, year in and year out, a White can be relied on to do your work at a big saving per ton mile. It keeps, practically, in constant commission, and operates with mechanical perfection which is almost a "thinking" intelligence.

And in a short time it pays for itself with big dividend on the investment. And long after the time when, judged by ordinary standards, it would have ceased to exist on the company's books, the White keeps on going.

It stays on the job; it defies the junk pile; it knocks into a cocked hat all previous ideas of motor truck "depreciation."

Efficiency reasons dispose of the laggards in all departments of the world's work. They explain the striking preponderance of White Trucks. Ask any White owner; he has figured it out in dollars and cents.

We shall be glad to make suggestions on *your* trucking problem.

Exhibiting at the Transportation Building, Panama-Pacific International Exposition, San Francisco

THE WHITE COMPANY

CLEVELAND

LARGEST MANUFACTURERS OF COMMERCIAL MOTOR VEHICLES IN AMERICA



GREENFIELD ELECTRIC LIGHT & POWER CO.
10 WHITE TRUCKS



GIMBEL BROTHERS
34 WHITE TRUCKS



ARMOUR & COMPANY
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THE CLEVELAND AKRON BAG CO.
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16 WHITE TRUCKS



SAKS & COMPANY
18 WHITE TRUCKS



THE BELL CO.
12 WHITE TRUCKS



CITY OF PITTSBURGH
18 WHITE TRUCKS



SUPREME BAKING CO.
10 WHITE TRUCKS



ATLANTIC ICE & COAL CORPORATION
15 WHITE TRUCKS



CITY OF NEW YORK
12 WHITE TRUCKS



AMERICAN CAN CO.-8 WHITE TRUCKS



TEATON COLL.-14 WHITE TRUCKS



SPEAR & CO. 15 WHITE TRUCKS



MARSHALL FIELD & CO.
15 WHITE TRUCKS



THE HIGBEE COMPANY
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STANDARD OIL CO. OF NEW YORK
90 WHITE TRUCKS



CHICAGO FIRE INSURANCE BOARD
13 WHITE TRUCKS



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100 WHITE TRUCKS



CITY OF BOSTON
21 WHITE TRUCKS



THE MAY COMPANY
11 WHITE TRUCKS



STERN BROTHERS - 18 WHITE TRUCKS



BOGGS & BUHL 28 WHITE TRUCKS



D. O. SUMMERS CLEANING CO.



TELLING'S ICE CREAM



TELLING BROTHERS CO.
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ASSOCIATED BELL TELEPHONE CO.
47 WHITE TRUCKS



THE ROSENBAUM CO. 35 WHITE TRUCKS



OPPENHEIM COLLINS & CO. WHITE TRUCKS



CITY OF CLEVELAND
18 WHITE TRUCKS



KAUFFMANN BROS. 24 WHITE TRUCKS



SCHULZE BAKING CO. 17 WHITE TRUCKS



LOS ANGELES BREWING CO.
13 WHITE TRUCKS



UNITED STATES POST OFFICE DEPT.
28 WHITE TRUCKS



THE HUB 10 WHITE TRUCKS



CITY OF PITTSBURGH
18 WHITE TRUCKS



SUPREME BAKING CO.
10 WHITE TRUCKS



ATLANTIC ICE & COAL CORPORATION
15 WHITE TRUCKS

New York - Broadway at Sixty-Second Street
 Chicago - 2635-2645 Wabash Avenue
 Philadelphia - 216-220 North Broad Street
 Boston - 930 Commonwealth Avenue
 San Francisco - Market St. and Van Ness Avenue
 Baltimore - Mount Royal and Guilford Avenues

Pittsburgh - Craig Street and Baum Boulevard
 Atlanta - 63-65 Ivy Street
 St. Louis - 3422 Lindell Boulevard
 Washington - 1233 20th Street N. W.
 New Orleans - 750 St. Charles Avenue
 Newark - 33-35 William Street

Seattle - 1514 Third Avenue
 Memphis - 278-280 Monroe Avenue
 Dallas - 2025-2027 Commerce Street
 Toronto - 14 Alexander Street
 Montreal - Forum Building
 Winnipeg - 230 Fort Street

TRANSFER & STORAGE

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H. T. LAY - - - - - MANAGING EDITOR
W. D. QUIMBY - - - - - NEW ENGLAND REPRESENTATIVE
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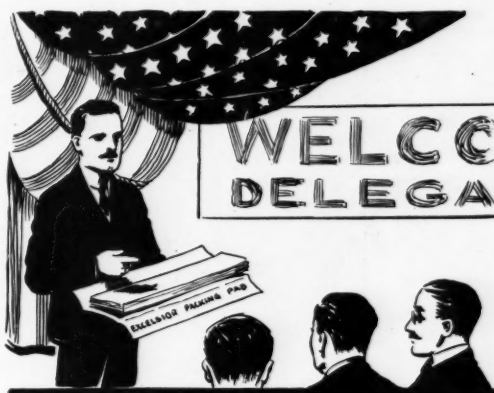
In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance. To Foreign Countries, \$1.50 per year. If you wish your address changed, be sure to give the old as well as the new address.

ADVERTISING.

Card of rates sent promptly on application. Orders for new advertising, or changes intended, should reach this office not later than 15th of month previous to date of publication, to insure insertion in the next number.

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Mr. Chairman:

"I move that a committee be appointed to investigate the various methods and materials used in packing household goods, with a view to the adoption of uniform methods, prices and materials."

This motion has been passed by the most influential furniture warehousemen's associations during the past year and the work of standardizing prices, materials and methods is well under way.

Excelsior Packing Pads ANSWER ALL THE REQUIREMENTS

THE PRICE IS UNIFORM.
THE MATERIAL IS UNIFORM.
THE METHOD CAN EASILY BE
STANDARDIZED

THE EXCELSIOR WRAPPER COMPANY will gladly co-operate with you warehousemen in the solution of your packing problems. Through many years of attention devoted to the exclusive manufacture of this product and to a study of the requirements of the furniture packer, we have developed Excelsior Packing Pads of our own design that are unequalled.

Let us get together in the
interests of a mutual benefit

Excelsior Wrapper Company

FACTORIES:

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New York City. Excelsior Wrapper Co., Flatiron Bldg. Boston Excelsior Co., 656 W. 30th St.	Chicago, Ill. Excelsior Wrapper Co., 224 W. Kinzie St.
Boston, Mass. Boston Excelsior Co., 26 Canal St.	Cincinnati, O. Excelsior Supply Co., Second and Smith Sts.
Jamestown, N. Y. F. J. Underwood.	Cleveland, Ohio. Excelsior Supply Co., 1732 Merwin Road.
Baltimore, Md. V. W. Winchester, 517 S. Sharp St.	Philadelphia, Pa. Philadelphia Excelsior Co., 716 N. Third St.
Buffalo, N. Y. Excelsior Supply Co., 16 Carroll St.	N. S., Pittsburgh, Pa. Excelsior Supply Co., Lacock and Hope Sts.



This is one of the Autocars owned by Theo. Gabrylewitz, of Philadelphia—it is hauling a 4,100-lb. fan and blower to the Belmont Pumping station. Mr. Gabrylewitz says:

"My Autocars have done so much to increase my business territory that it is impossible to estimate their value to me. The great thing about the Autocars is that they are absolutely dependable—I can count on them always for any regular routes or for an emergency rush job; and they are decidedly economical to operate."

Write to Dept. X. Ask for catalog and list of over 2,500 Autocar users.

Chassis, Price \$1650

The Autocar Company
Ardmore, Pa.

(Established 1897)



TRANSFER & STORAGE

PUBLISHED MONTHLY

Entered at Pittsburgh Post Office as Second Class Matter.

Volume XIV.

PITTSBURGH, PA., JUNE, 1915.

NO. 6

Judging from the reports of business conditions published every month in the bulletins of the Illinois and New York Furniture Warehousemen's Associations, for their respective cities of New York City and Chicago, from the reports that are coming in to us and from interviews with leading transfer and storage men in Pittsburgh, not to mention articles in the daily papers and talks with businessmen generally, business is most assuredly picking up. With our export trade steadily growing and arrangements being made for better commercial relations with the South American countries, and other prospects, we have every reason to feel encouraged in America to-day.

* * *

Before you go to Springfield this month, for the annual convention of the National Team Owners' Association, sit down and think over a few things for a few minutes. President Fay has intimated that several things of a surprising nature will develop at the National convention. Do you want to be surprised or would you rather get an idea what's coming and be prepared to discuss its advantages and disadvantages to you? Think over the changes that have taken place in the teaming business in the last few years. Think of the increased prices for everything and the lack of increase in revenue for you. Think of the motor truck and its influence on your business—for the time is coming when you've got to consider the motor truck whether you want to or not, for competition will spring up that will make you think of it and with regrets if you don't get there first. Think of the Tailboard Delivery Fight and its final unsatisfactory outcome. Think of your duty to the association and to your brother team owners. Then go to the convention with a few surprises to spring yourself.

The New York Furniture Warehousemen's Association is considering the abolition of the van load method of storing household goods and the adoption of the cubic foot basis in its place. This looks like a common-sense step. The New York Association's Uniform Methods Committee has already reported progress in the matter of uniform prices and charges for packing material. With this material and still more like it, the

Illinois and New York Furniture Warehousemen's Conventions at Lake Harbor and New London, in June and July respectively should be full of fun, of interest and of meaty value for the transfer and storage man.

* * *

Death has taken from the membership of the National Team Owners' Association and from the teaming fraternity at large within the last few months, three valuable men. R. G. Martin, of the Niagara Carting Co., of Buffalo, one of the staunchest supporters and loyal workers of the National Association, died recently in Buffalo. Mr. Martin was the first treasurer of the National Association, and had it not been for his failing health 3 years ago he might have held that office up to the time of his death. He was also one of the original members of the American Warehousemen's Association. Mr. Martin was honored and esteemed by all who knew him for his loyalty, his never-failing friendship when once this had been gained, his appreciation of humor and good fellowship and his strict adherence to the principles in which he believed. The National Association, the Buffalo Trucking Association, and the teaming trade of the country suffer an irreparable loss in Mr. Martin's death.

James S. Brown, president of the Chicago Cartage Exchange, died recently at his home in Chicago, suddenly and unexpectedly. Mr. Brown had but recently been elected to the presidency of the Exchange after several years of service as its secretary, a position he filled to the entire satisfaction of every member of his local association. While never prominent in National affairs, principally because he could never leave his business to attend the conventions, Mr. Brown was widely known in the teaming trade as an energetic and enthusiastic worker in whatever cause his interest was aroused.

H. E. Eustis, of Minneapolis, a leader in the Minneapolis Draymen's Protective Association, died recently in Minneapolis. Mr. Eustis was known among his fellow workers in the Flour City and among members of the National Association generally as one of the best and strongest workers for the interests of the team owners in his home city.

News of the Month—Past and Present—in Picture.



TO THE MEMBERS OF THE NATIONAL TEAM OWNERS' ASSOCIATION:

Owing to the inability of any one hotel in Springfield, Mass. being able to accommodate all the delegates and guests expected to attend the convention, June 28-29-30, a circular letter has been sent out by the Central New England Team Owners' Association, to every member of the National Association with a list of the hotels in the city of Springfield, Mass. All delegates and guests at the convention are requested to make their reservations direct with the hotel of their choice. Headquarters of the National Team Owners' Association will be at the Auditorium, of Springfield, Mass.

Local associations affiliated with the National Team Owners' Association are respectfully requested to take notice that all annual dues and per capita tax up to May 1 must be paid prior to June 15 to secure representation at the convention.

All local associations are requested to send a list of the delegates and alternates for the next convention to Theodore Gabrylewitz, 31 North Sixth street, Philadelphia, Pa., secretary of the National Team Owners' Association. The National secretary should be in possession of the names of the delegates and alternates elected at least 10 days prior to the date set for the convention at Springfield, in order to prepare proper credentials.

Cleveland, O., May 24, 1915.

W. H. FAY,
President National Team Owners' Association.

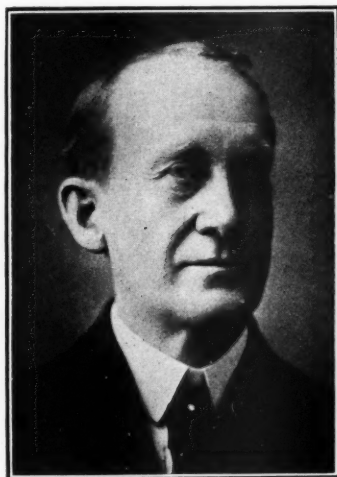
When the National Meets at Springfield

For the first time since its organization in St. Louis in 1903, the National Team Owners' Association will meet this year in one of the smaller cities. The city selected is Springfield, Mass., and the delegates will begin to arrive there on Sunday, June 27, for the opening of the convention on the following day. The fact that Springfield is one of the smaller cities does not imply that the welcome will be any less warm than has always been accorded to the delegates and guests of the National Association wherever they have gone in the last—rather the reverse is true for the smaller city usually has more of the concentrated spirit of "boost"

than the larger community and its citizens are more apt to take an active interest in such an event. The National Association can be assured of a hearty welcome in Springfield.

The local entertainment committee in Springfield is sparing neither time nor expense to make every detail as perfect as possible. A handsome program and souvenir book has been gotten up by the Springfield local and in this the advantages and attractions of Springfield are well displayed.

Owing to the fact that there is no single hotel in Springfield capable of accommodating all of the delegates and guests of the National Association, no of-



W. H. Fay, President of the National Association.

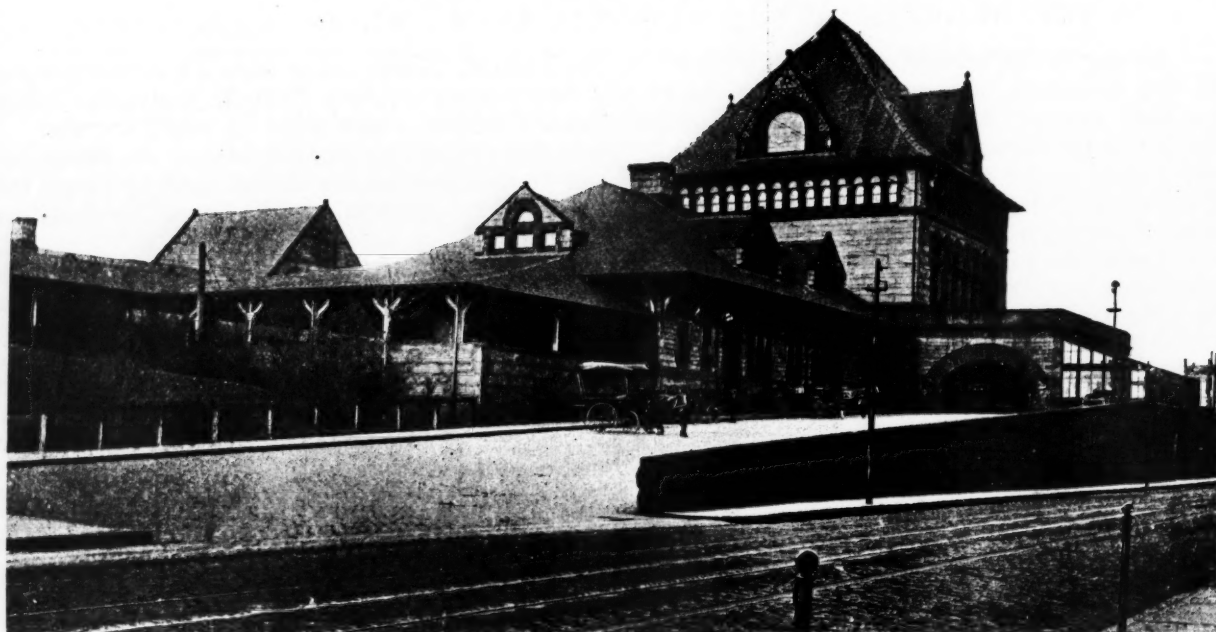


T. Gabrylewitz, Secretary of the National Association.



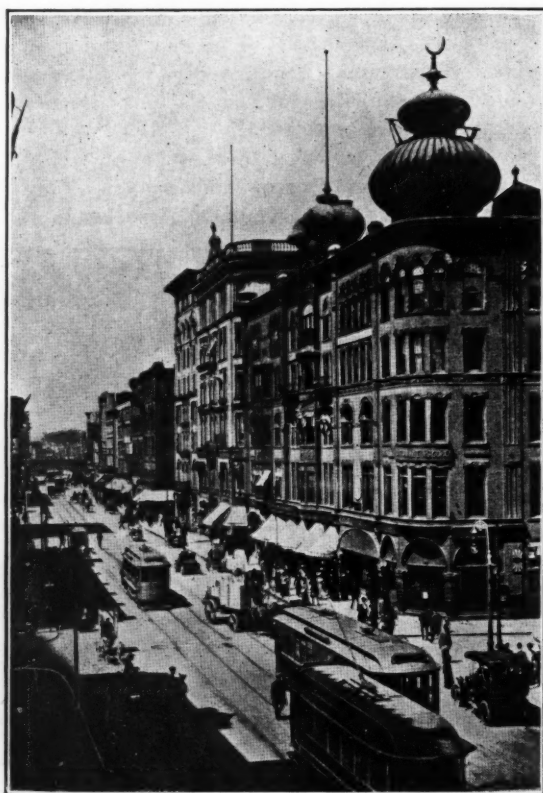
W. J. McDevitt, Treasurer of the National Association.

TRANSFER & STORAGE



Union Station at Springfield, Mass.

Official hotel has been selected but it is understood that the officers and as many of the delegates as possible will stop at the Hotel Kimball.



View of Main Street in Springfield.

For Sunday afternoon the entertainment committee has scheduled an automobile sightseeing tour for the delegates and guests who have arrived at the time. The route of this trip is not yet altogether complete, but whichever way the party goes from Springfield, beautiful scenery cannot be avoided. A supper at the Hazard Hall Tavern, in Enfield, Conn., will complete the Sunday afternoon excursion.

The Connecticut river, on which Springfield is located, flows through one of the most beautiful valleys in the world. The country is hilly, but more rolling than rough, and the wooded hills of the Connecticut valley are one of the greatest scenic attractions to tourists that New England, "The Play Ground of America" has to offer. Not far from Springfield on the west, runs one of the main routes of automobile tourist travel through the Berkshire hills and all through the Berkshires are natural spots of interest, as well as spots of historic interest and educational interest. Mount Holyoke and Smith Colleges are near Springfield, and a little beyond these educational institutions for women is Williams College for men.

Monday morning at 10 o'clock, President Fay will call the convention to order. There will follow the usual addresses of welcome, after which the regular business of the association will be taken up. Committees will be appointed and reports of the officers will be heard. The women will be taken on a shopping tour.

In the afternoon the general business of the con-

vention will take up the time of the delegates while the women and guests will be entertained on a sight-seeing tour. Everyone will take part in a theatre party in the evening.

On Tuesday some of the most important problems that confront the team owner will be discussed in the convention. M. C. Horine, associate editor of "The Commercial Vehicle," a motor truck publication, will read a paper on "The Motor Truck Versus the Horse" and it is certain that an interesting discussion will follow this important paper.

Other papers to be read and questions to be discussed on Tuesday morning are "Feed and Upkeep" and "Losses by Theft" with a supplementary report by the treasurer and the report of the directors.

In the afternoon papers will be read on "Team Owners' and Transfer Men's Liability," "Horse Tag Day and Watering Stations," "Legislation for the Team Owner," and "Glanders." Automobiles will take the women and guests on a trip to Smith College, Mt. Holyoke College and the Mt. Tom reservation. In the evening the annual banquet will be served in the Auditorium.

The program for the last day of the convention, Wednesday, June 30, will include the reports of committees, the election of officers and the organization of the new board of directors. More auto trips and visits to Springfield industries will conclude the entertainment.

The National Association is this year going into a section of the country where its influence should be of great value. The Boston Team Owners' Association, although not affiliated with the National, will doubtless be represented at the convention by some of its



Home of Daniel B. Wesson, at Springfield, Mass.

best men and while the National Association is gathered together in Springfield, something should be done to bring the Boston team owners back into the fold for the National Association needs the Boston team owners and it remains but to convince the Boston association that it needs the National's co-operation.

The Central New England Team Owners' Association has but recently been organized, its membership being drawn from the cities around Springfield, and this organization should be greatly helped by the convention in Springfield. The National Association has the opportunity to kindle a flame of organization in the New England states with a spark of its own enthusiasm, which should not be neglected.

Springfield is a manufacturing town, noted for the diversity of its industries. The value of its manufac-



Forest Park Lily Ponds, at Springfield, Mass.

tured products in 1905 was \$25,860,250, of which the largest single item was the product of the slaughtering and meat packing establishments, valued at \$3,053,008. Other important products were those of foundries and machine shops, paper mills, cars, automobiles, fire arms and printing and publishing. The United States arsenal, which turned out 800,000 Springfield muskets during the Civil War, is one of Springfield's principal manufacturing establishments, although the value of its products in 1905 is not included in the figures given above. This arsenal is now engaged in the manufacture of the modern Springfield rifle with which the United States army and the militia of the various states are now equipped.

Springfield has many public and private buildings of architectural importance. Springfield has a good system of parks, with a total of 550 acres. Forest Park, in the southern part of the city is the largest and most attractive; it contains a good zoological collection, and in its ponds is one of the finest collections of lotus plants and Oriental aquatic flora in America.

The city was founded in 1633, and was the scene of encounters between the settlers and Indians during the early days of its history. In 1675 it was burned by the Indians who massacred all but a few of the inhabitants who escaped into fortified houses and were relieved by a force of militia.

What the Locals Have Accomplished

What Minneapolis Has Done.

The delegates elected by the Draymen's Protective Association of Minneapolis to attend the National Team Owners' Association's Convention are as follows: Emil A. Forgeot of the LaBelle Transfer Co., John McReavy, of McReavy Brothers' Transfer Co., and Mr. Stanchfield, of the Stanchfield Transfer Co., and Mr. Johnson, of the Flour City Fuel & Transfer Co., as alternates.

The names of the officers for the current year are as follows: Thomas J. Skellett, president; John McReavy, vice president; John Benz, treasurer; W. M. Babcock, secretary; Ralph Thayer, and C. Cameron, as the executive committee.

Our association during the last year has held regular monthly meetings, meeting for dinner at the West Hotel and holding the business meeting afterward.

The association has gradually grown until practically all of the large transfer companies of Minneapolis are members and as a result it has developed a standard of reasonable prices for good work and proper equipment.

During the last year and a half the Workman's Compensation Act has been in force in this State and our association has obtained favorable rates from the various insurance companies through negotiation with the agents and a maintenance of first class equipment and teams.

We have also maintained amicable relations with the freight agents' associations having charge of the terminal facilities at the railroad depots and thereby obtained as good service as it was practicable to get from the employes and the facilities available.

We have tail-board delivery of freight. We are able to get good paving conditions maintained in the freight yards by being fair with the railroads when they ask for anything that is right and reasonable.

During the last year we have been through a threat-

ened formation of a teamsters' union, which threatened to strike and tie up the business of the members unless they employed only union teamsters. By concerted action and obtaining inside information we succeeded in preventing the development of a serious strike, keeping the union men moving as fast as they were discovered.

It was not a question of wages, but union control of the teaming business and while we are not entirely out of the woods at present, we do not look for any trouble under present conditions. Our association stands united for open shop in this city.

At the meeting of the legislature an attempt was made to pass an eight-hour labor law and we were on the guard prepared to contest the same at all times. Our legislative committee is on the watch at all times to guard against the passage of ordinances which will unreasonably restrict the business of the transfer men, and as we are reasonable ourselves we do not come in conflict with the authorities. Only recently we established an agreement with the chief of police by which teamsters of responsible transfer companies caught in violation of some traffic ordinance, would not be formally arrested, but their names taken and they be required to report to the police on the next day and stand trial, thus preventing the tying up of the teams until the employer could be found and give bail.

We have also prevented the passage of a wide tire ordinance which would have required practically every transfer man in this city to rebuild the large majority of his wheels. We have established an exceedingly friendly feeling with the St. Paul Association and co-operated with them in the defeat of a very unreasonable wheel tax law introduced in the legislature. We have co-operated with the railroad companies in the establishment of a system of identifying drivers at the depots when sent for freight, by means of an identification card system under which each driver carries authority from his employer good for a limited period only, to obtain freight from the depots.

We have also taken up from time to time the matter of repairing the bridges and pavements, where defective and succeeded in accomplishing a great deal along that line. Our aldermen are all politicians and at election time they are very anxious to get the assistance of the team owners for their campaign and a chance to address the teamsters around the barn, and they do not usually forget us afterward.

We receive every year letters asking us to assist some charitable society in establishing drinking fountains for the benefit of the teamsters, but it has been the policy of the association after careful consideration to secure the closing of all public drinking fountains for horses, on account of spreading glanders thereby. Instead the city has established faucets at many convenient places more numerous than the former drinking fountains where teamsters can water their horses from their own private pails.

The result has been that glanders has been practically stamped out in both Minneapolis and St. Paul barns where they are properly kept, and cared for.

I have not had a case of a claim for the killing of glandered horses for several years since this was accomplished, and our people would bitterly contest any attempt to reopen public drinking fountains for horses, notwithstanding several articles in their favor in your valuable paper. We fully believe that the open drinking fountain was the means of spreading glanders more than any other cause known.

THE DRAYMEN'S PROTECTIVE ASSOCIATION OF MINNEAPOLIS.

W. M. BABCOCK, Secretary.

St. Louis Association's Monthly History During Past Year.

July meeting. Delegates submitted their reports of the convention held at Pittsburgh, Pa. By a unanimous vote the donation of \$200 pledged by the delegates to the National Association to help defray some of its obligations, was approved, and Treasurer Robert F. Mitchell was ordered to mail a check at once to the National Secretary. Reports were ordered spread upon the minutes. Meeting adjourned to third Thursday in September.

September meeting. Nothing of great importance was brought up outside of several complaints of a few streets being in bad condition. The secretary was ordered to take the matter up with the street department. A committee was appointed to make proper arrangements for our annual entertainment.

October meeting: Report of the entertainment committee submitted and discussed. Report that streets complained of at the previous meeting have been put in good condition. A street car accident was reported to the claim committee.

November meeting. A communication from Mr. Gabrylewitz in reference to subscribers to TRANSFER & STORAGE was discussed. After quite a lengthy dis-

cussion, all members not subscribers were urged to subscribe. Twenty-four members responded to the secretary. Check with list of subscribers was mailed to the Team Owners' Review, (now TRANSFER & STORAGE). The secretary was ordered to arrange a meeting with the street commissioner, also inviting some of the large merchants operating their own teams and a few large transfer companies not members of the St. Louis Team Owners' Association to devise some means of cleaning the streets of the snow in case of a heavy fall.

The association indorsed the action taken by the citizens free bridge committee on a bond issue vote. A donation was also allowed the bridge committee to defray expenses incurred.

December meeting. A complaint was registered against a railroad company of a deplorable condition in their yard. The secretary was ordered to notify the railroad company of the complaint. A report of the meeting held at the street commissioner's office was submitted by Hupp Tevis. A representative of the St. Louis Transfer Co., Butler Brothers' traffic manager of the Business Men's League and several other firms, met with the following members of our association: L. W. Childress, president Columbia Transfer Co., George R. Jansen, president Jansen Transfer Co., Farwell Walton, president of the St. Louis Express Co., and A. J. Kuepfert, secretary, met at the offices of C. M. Talbert, street commissioner. After convincing the street commissioner that if the city teams would be used the first thing in the morning after a snowfall in scraping the snow to the curb on the trackless streets that are mostly used by heavy traffic, it would greatly eliminate the blocking of the street car traffic and would be a great aid to the public at large in getting to their destinations. Mr. Talbert was highly pleased with the suggestion and after being informed of the principal streets that are mostly used for heavy traffic, he instructed his different assistants to scrape seven streets running east and west from Twelfth street to Main, and three streets running north and south that connect the railroad depots in the north and south ends of the city. The report was received with applause and was ordered to be spread on the minutes, and the committee discharged. A motion to give our annual banquet was carried and a committee appointed to make proper arrangements, with full power. The following officers were chosen:

George R. Jansen, president; Hupp Tevis, vice president; A. J. Kuepfert, secretary; Robert F. Mitchell, treasurer; John P. Vahrenholt, sergeant at arms, and Farwell Walton, traffic manager.

The board of directors consists of Edward Weber, chairman; Herman A. Lucking, Frank F. Tirre, George P. Johannes, Jr., and Carl Kaufmann.

January meeting. Frank F. Tirre, chairman of the banquet committee reported all arrangements complete for the banquet Saturday evening, January 30, at the Planter's Hotel. The mayor, street commissioner, secretary of the board of public improvements and Judge

Granville Hogan were invited, and replies received that the gentlemen would be present. Report accepted. After the installation of officers, the annual reports of outgoing officers were submitted. An auditing committee was appointed.

February meeting: William Houser, an applicant for membership was endorsed by the board of directors and unanimously elected. Auditing committee submitted its report. Accepted and discharged with a vote of thanks. Report of the banquet committee accepted and ordered spread on the minutes. Hupp Tevis was appointed to represent the St. Louis Team Owners' Association on the mayor's conference committee for the ensuing year. Hy C. Wiehe stated that the moving and storage men will organize and suggested that we invite them to join the St. Louis Team Owners Association. Mr. Wiehe was appointed to approach the gentlemen on the proposition.

March meeting. The board of directors reported a discussion of hauling rates and drivers salaries at their last meeting. The president appointed a committee of five to take up this matter. The claim committee reported all accident claims against the United Railways Co. were settled Saturday, March 6, satisfactory to all the claimants. Mr. Wiehe reported that on account of the infancy of the moving and storage men's association, they would not consider the matter of joining the St. Louis Team Owners' Association at that time.

Mr. Tevis reported on a meeting of the mayor's conference committee in reference to laying of tracks over certain streets by the Terminal Railroad Association, to the free bridge approach.

April meeting. A member's team of horses killed by the M. P. R. R. Co., reported case was settled. Traffic Manager Farwell Walton reported on the one way traffic.

Delegates to the National Association convention were elected as follows: Robert F. Mitchell, and George R. Jansen. The alternates are Frank F. Tirre and A. J. Kuepfert.

A complaint registered several months ago, of the deplorable condition of a certain railroad yard. Reported that yard has been cleaned and depressions repaired.

May meeting. A number of important communications were acted upon. A telegram announcing the death of Rollin G. Martin was received with heartfelt regret. The telegram from F. J. Abel, our reply telegram and the acknowledgement of our reply by Mr. and Mrs. H. E. Martin was ordered to be spread on the minutes.

Mr. Tevis, a member of the mayor's conference committee distributed a number of tickets for a boat trip to the dedication of the new water works filter plant, on Saturday, May the 15th.

Our association is continually on the alert for legislation, and during the year nothing has been introduced in the house, detrimental to the team owner. Since the

election of the new board of aldermen under our new charter, the team owners have a number of their friends elected on this board.

ST. LOUIS TEAM OWNERS' ASSOCIATION.
A. J. KUEPFERT, Secretary.

Chicago Exchange Will Hold Outing.

The routine work of the Exchange is progressing as usual, with few new developments of interest in the last month. Since the death of Mr. Brown, M. Martin has assumed the duties of president, and is filling the office to the satisfaction of all. The last regular meeting, held on May 25, was well attended and interesting and beneficial to all who were there. The executive committee meeting of May 27 was attended by the full membership and was President Martin's first meeting with the committee.

Since the election of the speaker of the house at Springfield, there has been an avalanche of new bills introduced, some of which would have influence on the cartage contractor's business if passed. It has been deemed advisable to present the cartage contractor's interest in the proposed laws to some of the representatives. There is considerable merit in drawing the attention of representatives to proposed legislation, which statutes, while well intended, are often so framed as to impose an unnecessary and unjust burden on legitimate business. The busy legislator would not intentionally allow the rights of his constituents to be infringed on, but in the rush of the business to be done in a comparatively short time, and the numberless matters coming up to claim his time and attention, it is easy for him to overlook many phases of proposed laws and let those slip through unchallenged which would never have been passed if the probable effect of them had been called to his attention. With the marked tendency toward more and more legislation, it is now of the utmost importance that all business organizations have their interests guarded.

The members of the exchange have voted to have an outing sometime before the National convention at Springfield. The date for this has not as yet been set, but if the weather is favorable there will be a good attendance, and it will draw the members closer together and make them better acquainted. The more the members of an association get together in a friendly way and the better they become acquainted with each other, the more effectively they can work for the common good.

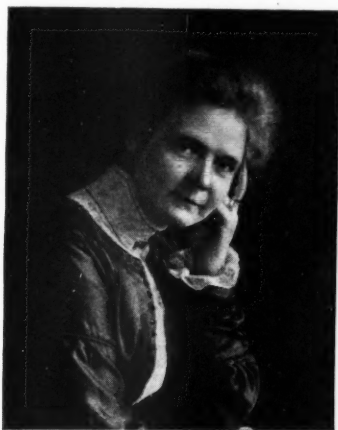
Relative to the article in the May issue of TRANSFER & STORAGE, it is true that South Water street is badly congested, yet considering the vast amount of business done there, the great tonnage, the dispatch with which the produce is moved and the small space in which the work is done, South Water street is a marvel. It is a business essential to the life of a great city, and congestion there, as any other congestion in a populous place, is incident to the great population and

great amount of business; a feature which cannot well be avoided. It is probable if the produce merchants ever find new quarters there will be congestion there, but it is to be hoped that some time this business can be moved farther from the heart of the city and where it will have more room.

CARTAGE EXCHANGE OF CHICAGO,
LOUIS S. WAAGE, Secretary.

Officers Elected at Detroit.

The annual meeting of the Detroit Cartage Association was held at the Lake Side Inn, near that city, on May 22. The following officers were elected for the ensuing year: President, Thomas Goodfellow; vice president, Peter Sidebottom; secretary and treasurer, J. E. Connors. The executive committee will be made



Mrs. Mary Lewis, of the Lewis Truck & Storage Co., of Detroit, who will represent Detroit at the National Team Owners' Convention. Mrs. Lewis is the only woman member of the National.

up of the following members: William Murray, Elwood Croul and the retiring president, J. Henry. Thomas Wright, an ex-president, was elected to honorary life-membership, as was Robert Rankin, the distinguished Scotch and Irish singer.

LEWIS TRUCK & STORAGE CO., Detroit, Mich.

Three Delegates from Cleveland.

The Cleveland Cartage Club will be represented at the annual convention of the National Team Owners' Association at Springfield, Mass., on June 27, 28, 29 and 30 by three delegates. These are D. F. Bevington, Mr. Hatchel and J. Becker. The alternates are J. Long, H. Weiler and Charles Miller.

During the coming year the Cleveland Cartage Club will be under the direction of the following officers: R. M. Andrews of the Andrews Cartage Co., and the Andrews Fireproof Storage Co., president; A. H. Althoff, of the Althoff Cartage & Storage Co., secretary, and D. F. Bevington, of the Peoples Transfer Co., treasurer.

Two important ordinances were defeated by the Cleveland Cartage Club since the last meeting of the National Team Owners' Association in Pittsburgh. These were the ordinance increasing the wheel tax in the city of Cleveland, and the ordinance providing that household removals should be registered.

Cincinnati Association Had Successful Year.

During the year just past the Cincinnati Team Owners' Association has been very successful in bringing about its undertakings to benefit the team owners of the city. We have secured the abolition of the watering troughs and the city council has assured us that drinking fountains will be installed. We believe that these measures will go far toward eliminating glanders in Cincinnati. The railroad companies have co-operated with us during the past year better than ever before to the advantage of both themselves and the local freight transfermen.

The following are at present the officers of the association: President, George Busching; first vice president, Charles Spille; second vice president, E. H. Franz; treasurer, George Reichel, and secretary, H. J. Stueve. The following delegates and alternates have been elected to represent the Cincinnati Team Owners' Association at the annual convention of the National Team Owners' Association in Springfield, Mass., this month; delegates: H. J. Stueve and John Zeigler, and alternates: A. Kellar and George Busching.

THE CINCINNATI TEAM OWNERS' ASSOCIATION,
H. J. STUEVE, Secretary.

New Officers in Grand Rapids.

The Transfer & Storagemen's Association of Grand Rapids met in the office of Helmus Brothers, on April 13 to elect new officers. President Gelock insisted that he had had the honor of being president long enough and declining re-election, was succeeded by Thomas Helmus, who was first vice president. Harry Wells thus becomes first vice president, and Thomas Golden, of Golden & Boter Transfer Co. becomes second vice president. E. M. Radcliffe did not decline to serve as secretary and treasurer for another year.

A special meeting was called for Tuesday, April 20 to discuss the advisability of resuming last year's rates by the hour, as the winter and hard times are over and work is plentiful.

The Grand Rapids local now embraces about eighty-five per cent of the vans and sixty per cent of the teams in the city, and having an "open shop" town, the men hold their jobs by efficiency. Many firms here reward the crews every time people ask for the same crew to move them the second time.

The writer noticed that the New Jersey Van & Warehousemen's Association commented on the \$1.00 rate for "wild goose chases" in Grand Rapids, in the schedule of rates printed by TRANSFER & STORAGE for the Furniture City in its April number. Sometimes

it is true that we do not get the money, but when people order a van and come to settle, on being shown that it is customary to pay \$1.00 for the services as per our printed rates, we usually get it. Many piano houses think it a cheap way to get another substantial payment to order us to back up to a house and pull the piano if the party does not pay us, knowing that the service would cost them only \$1.00 within any reasonable distance.

E. M. RADCLIFFE, Secretary.

Camden Association Accomplishes Some Things.

The activities of the Team Owners' Protective Association of Camden County, N. J., have been confined mostly to obtaining better street conditions in Camden since the 1914 convention of the National Team Owners' Association at Pittsburgh.

The most important thing accomplished, however, was the passage of a law by which jurisdiction in cruelty to animals cases was taken from the justices of the peace in New Jersey. The justices of the peace did not use proper discretion in fining the team owners in cases of this kind.

The present officers of the Camden local are: President, Levi J. Troth; vice president, Andrew McHugh; secretary, Charles J. Ball, and treasurer, John G. Ballinger.

THE TEAM OWNERS' PROTECTIVE ASSOCIATION
OF CAMDEN COUNTY, N. J.

CHARLES J. BALL, Secretary.

Interesting Meeting at St. Paul.

The St. Paul Draymens' Protective Association held the most interesting meeting in its history, the evening of Tuesday, May 22, at which twenty members from the sister city, Minneapolis, were also present, and the feeling of friendship and mutual confidence was greatly encouraged. We were favored with an address by our mayor, who explained the plans for an extensive program of street paving by which approximately 20 miles per year for the next 5 years would be laid, and putting up to us the project of a reasonable wheel tax or license in addition to the personal property tax which is assessed on all moving equipment each spring.

Several matters of great interest and importance to teaming firms were discussed, among them the need of a much higher revenue from the service of each helper or extra man on moving jobs, in line with the profit charged by the plumbers, carpenters, masons and other lines where a helper is used. Attention was called to the wisdom of extending courtesy and consideration toward unreasonable or irritated customers and to the fact that every inquiry which comes voluntarily over the telephone probably means an expense of from \$1.00 to \$2.00 each as a result of the advertising and overhead expense in making your firm known to the public, and the great waste and poor business judgment if the best

possible attention is not given at the time and the information secured which will be useful thereafter.

FIDELITY STORAGE & TRANSFER CO., St Paul, Minn.
C. C. STETSON, Pres.

Hudson County Owners Meet.

The Team Owners' Association of Hudson County, N. J., rounded out its year on the evening of June 8, when the annual meeting was held in the Down Town Club of Jersey City. Following the business meeting, a buffet lunch was served and addresses were made.

Ex-Judge Robert Carey spoke on the fight against the Erie Railroad's plan to increase ferry rates. Tobias A. Keepler, chairman of the executive committee of the Horse & Vehicle Owners' Board of Trade of New York City delivered an address of timely interest, and a representative of the Town Development Co. of New York City also spoke.

Thomas J. Stewart is president of the association, William Fox, of New York City is its vice president, L. O. Coder is its secretary, and Charles Carscallen its treasurer.

Kansas City Owners Have Been Active.

As the name of the Kansas City Team and Motor Truck Owners Association implies, it includes owners and operators of motor trucks as well as horse drawn vehicles. We find that the change in name and the revision of our charter to include motor vehicles has been quite a stimulant to our association and we would respectfully suggest that other locals adopt this plan, as it will materially assist in increasing the activity of their membership.

While our increase in membership during the past year has not been large, our regular attendance at meetings is gradually in the increase and there seems to be a more united effort among the members. We believe that it is better to have a small association with a high average of attendance at meetings than a larger association with the reverse.

Our organization has been instrumental in having the mayor create a street paving commission of five members—our president, Mr. Barr, being one of the chosen five—whose duties are to look after the repairing and repaving of the streets, and at the same time to formulate a plan for changing the city's charter so that the red tape (and graft, if there is any) in street paving operations will be done away with. In other words, the tax payer will get value received for tax bills issued against his property.

Our organization was responsible for having included in the bond budget, \$3,000,000 for traffic ways. Every indication points to a large majority in favor of this at the coming election which is to be held on June 1. With the money derived from these bonds, Kansas City will be in a position to take her place among the foremost cities of the United States as far as traffic ways

are concerned, with her already well established reputation for parks and boulevards.

The board of directors of the association is made up of A. T. Barton, T. P. Snyder and N. S. Hinshaw. The president is E. L. Barr; the first vice president, J. J. Rooney; the second vice president, James Clinton. C. E. Wayne is secretary and M. B. Morris treasurer. The following are delegates to the National Association's Annual Convention this year: C. E. Wayne; A. T. Barton; D. T. Hobbs and M. B. Morris. The alternates are: E. P. Goodloe; S. R. Waller; Dr. A. Trickett and Dr. A. Byrd.

THE KANSAS CITY TEAM AND MOTOR TRUCK OWNERS' ASSOCIATION.

C. E. WAYNE, Secretary.

Illinois Association Meets at Lake Harbor.

Two years ago the Illinois Furniture Warehousemen's Association met at the Lake Harbor Hotel at Lake Harbor, Mich., for its annual outing. So good a reception was given those who attended that year and so thoroughly enjoyable was the place and the time spent there that this year the association has decided to go there again.

A special train over the Pere Marquette will leave Chicago at 10 a. m., on Friday, June 25, the delegates having assembled previously at the Grand Central depot, at the corner of Harrison street and Fifth avenue. The special will be composed of Pullman coaches, and dining buffet cars. The railroad company promises unusual service. A special table d'hote luncheon will be served on the train which will arrive at Lake Harbor at about 3 p. m. Automobiles and boats will convey the party direct to the hotel upon the arrival of the train.

On Friday evening a vaudeville entertainment will be given. Saturday morning the annual baseball game and the golf tournament will be held. Saturday afternoon the guests are left to amuse themselves. In the evening the star entertainment feature, a two-act musical comedy entitled "A Van Load of Fun," with a pony ballet, will be given. This will be produced under the direction of Henry Brown who staged the association's minstrel show last year and promises to be something out of the ordinary.

Sunday morning the golf finals will be run off and Sunday evening the first session of the business meeting will be held at 8 p. m. The business meeting will be continued on Monday, commencing at 10 a. m., and continuing until finished with an intermission for lunch. Last year the only complaint heard was that the business meeting was not long enough. Accordingly this year, it has been decided to start the business meeting Sunday evening, thus giving a little more time for the discussion of topics important to the transfer and storage business. On Monday evening the annual banquet

will be held. Instead of the usual banquet speeches, the entertainment committee has arranged to introduce a novel feature which will afford every member an opportunity to be heard.

The entertainment committee has arranged for three prizes to be given to the three persons telling the three best stories. Those desiring to enter this contest should give their names to Chairman Bowes, of the entertainment committee, before noon on Monday, June 28. At the conclusion of the banquet, conveyances will be furnished to take the party to the special train, which will arrive in Chicago Tuesday morning at 8 a. m. As usual, the outing will be strictly "stag."

The Merchandise Storage Association of Chicago has been invited to join the Illinois Furniture Warehousemen's Association in the latter's annual outing this year and it is expected that thirty or thirty-five good fellows from this organization will be present at Lake Harbor. The Merchandise Storage Association will hold a separate business meeting while the Illinois Furniture Warehousemen are holding their business meeting at Lake Harbor.

Motor Trucks Made Progress in Buffalo.

During the year, the members of the Buffalo Trucking Association have gone through and are going through a period of dullness the likes of which none of the oldest can recall. This, together with the high prices that have prevailed, has indeed made it a trying year, especially for those whose main line or chief dependence is carting or trucking.

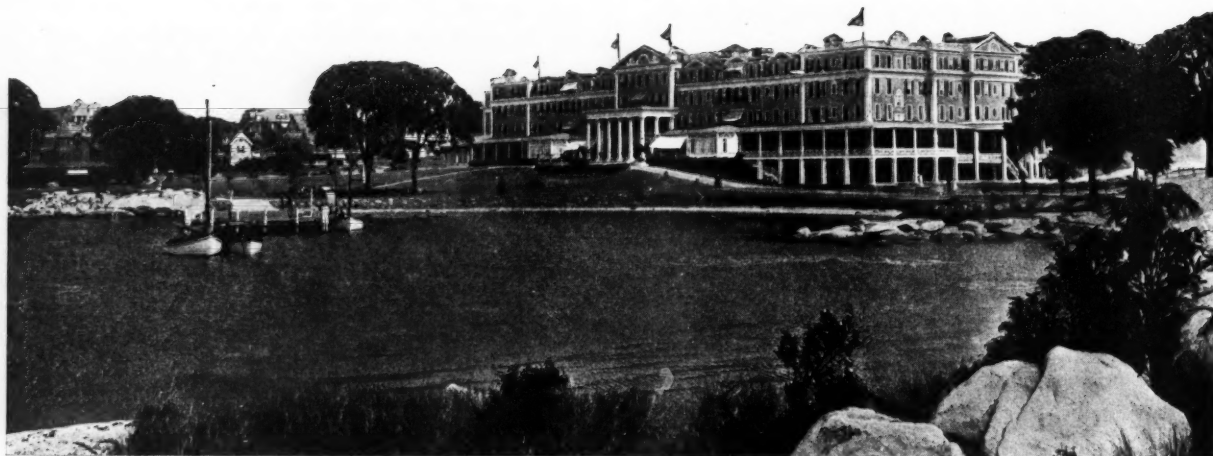
But, as Mr. Martin has often admonished us, that while he had never experienced anything like this, it cannot last forever and business will soon be on the mend and normal conditions will again prevail, yet, ever mindful that those normal conditions are changing, we are setting a new standard of "normal conditions." Our entire mode of doing business, as well as our mode of living, is changing with inconceivable rapidity. Here, in Buffalo, the motor truck has made wonderful inroads in the business that has always depended solely upon the horse. This is true on all sides. The introduction and enforcement of new traffic laws in the vicinity of Buffalo claimed our attention for several months, but our interests in these laws were consulted and truckmen have nothing to complain about on that score.

The association successfully opposed the enforcement of an ordinance that would have forced all drivers to take out a special license that called for a fee of \$5 each to be borne by the drivers individually.

The severe and long illness of Mr. Wurtz as well as that of Eugene Kulp and the unexpected death of Mr. Martin, have cast a shadow over the association that will not soon be forgotten.

BUFFALO TRUCKING ASSOCIATION,

LOUIS DEBO, Secretary.



Griswold Hotel at New London, Conn., Where N. Y. F. W. A. Will Meet

N. Y. F. W. A. Meets at New London.

The Griswold Hotel at New London, Conn., is the spot selected for the Eighteenth Annual Summer Outing of the New York Furniture Warehousemen's Association, which takes place July 9, 10, 11 and 12. The party will leave by train from the Grand Central station in New York City, over the New York, New Haven & Hartford Railroad, on Friday, July 9, at 3 p. m., reaching New London at 6 o'clock.

New London is a beautiful summer resort, being known as one of the coolest recreation spots in America. It is situated on the Thames river and on Long Island Sound opposite the end of Long Island, or in other words, where the Sound and the Atlantic Ocean become one.

New London is a place of great historic interest. During the Revolutionary War a battle was fought at Groton Heights which is on the same side of the river as the Griswold Hotel and the fort defended by the Americans against the British in that battle is still standing. The country is hilly and from the heights may be had many fine views of Long Island Sound and the surrounding country.

Transfer & Storage Items From the British Isles

As the war continues the difficulties of carrying on the transit business of the country increase. Scarcity of men, lack of horses and rapidly increasing oncost charges are the order of the day. As to horses, there has not been any forcible impressment since August, but all the time the horse dealers of the country have been scouring all districts buying horses for resale to the army buyers. Expensive as this trade is, it is feared that it is not adequately meeting the military demands,

and as we write Lord Kitchener has just issued his call for 300,000 more men to form new armies. These armies will require horses, and if, as seems to be the case, they cannot be got by voluntary purchase, the inevitable consequence will be a further impressment. The carrier or contractor requiring horses for industrial work can only contemplate such a proceeding with dismay, for even at present the price of horses is double what was current before the war. Horses which the military takes can only be replaced at fancy prices, and even at such prices can not be got, for the simple reason that they will not be there to buy.

In addition to the horse problem, there is the similar question of the supply of hay. At present government buyers are requisitioning all the first-class hay in the country for the horses of the expeditionary force in France and Flanders. The immediate result has been to make speculation acute both among farmers and dealers. The first-class hay being removed, second quality hay has sprung up to the price of best class hay, and in all probability will exceed it.

The needs of the military are recognized and, are being loyally met in every quarter; but the interest of the community has to be considered, and as we have seen it well put, "to weaken the machinery of distribution when the strain upon it grows heavier each week is not the height of wisdom." That remark applies both to hay and horses. A proposal made to the government which has the sympathy of the present writer is that all the hay in the country be requisitioned, and distributed to users at reasonable prices. This would prevent the creation of inflated values, due to farmers holding up supplies in the hope of yet more exorbitant prices, and dealers speculating even beyond that.

To those interested in storage the following decision lately given in our courts will be of interest. An order was given for two barrels of paraffin, and three barrels all similar in appearance were delivered by the carrying shipowners into store. In the shipowners' manifest two

barrels were entered, and the store keepers' servant signed for two barrels. One of the barrels, however, contained naphtha spirit, not paraffin, and it accidentally becoming ignited, the store was set on fire and, with its contents, destroyed. In an action by the owner of the store against the shipowners for damages in respect that they carelessly unloaded on him a dangerous article which he did not contract with them for, and which he did not expect, the court awarded damages, rejecting though not without considerable hesitation the argument in defense that the plaintiff was himself contributorily negligent in that he did not inform his servant at the store of the order he had given and that only two barrels were expected.

Readers of this journal being interested in what we may term horse hygiene, the following summary of a recent order by the Board of Agriculture is suitable for insertion here. The order prescribes that every person having in his possession or under his charge in the county of London a horse, ass or mule affected with or suspected of parasitic mange shall (a) keep that animal separate from other animals, and (b) notify the public veterinary officers or the police. The public health inspectors are given the fullest powers for tracing and exterminating a disease so notified, and the order enacts that affected animals are to be treated and premises, utensils, mangers, harness, etc., cleaned and disinfected as therein provided. An offense against the requirements of the order carries liability up to a penalty of £20.

It occurs to us to ask here whether it is from your side that the London Times has got the idea which it has set out recently to work up, namely the subject of return loads or "back racks" as it is termed in some places. At first sight there seems a promising field for some organized effort, for at present vehicles which have done a journey one way have to return empty, and are thus economically wasted. Therefore the Times argues, the returning empty vehicle should be utilized, and accordingly a series of mutual advertisements is appearing in its columns of those carriers, contractors or removers desiring return loads for their vehicles, and of

those who have loads for which vehicles are required. Of course the Times will consider the idea a success if it brings in advertisements for its pages, but how the carrying trade will find it in practice is a different matter. One obvious point is that the carrier taking a return load will be willing to do the job at a less than ordinary rate rather than return empty, and the customer knowing this will expect a cheap rate. Thus at once there are two consequences, trade will be still further concentrated in the big cities, from and to which the out and back loads will be taken, and local horse owners at the outwards end will be undercut, and will in turn cut other rates, so that the tendency all round would be lower rates. These remarks occur to us right away on first noticing the scheme. If there has been any experience of it in America, a statement of results would be instructive.

DONALD MACKAY,

190 West George Street, Glasgow, Scotland, May, 1915.

Horses Above Traffic Rules Say Truckmen.

Traffic rules or no traffic rules, Worcester, Mass., teamsters and truckmen declare, their horses will have first consideration.

This statement was emphasized particularly during the week, when a group of truckmen in Federal street, in Worcester, entered into discussion over the effect the strict enforcement of the traffic rules, as laid down in the city ordinances, will have.

It was the unanimous opinion of the gathering that it is impossible to obey the rules to the letter and travel in safety on many of the streets throughout the city.

This, according to the truckmen, is due to the dangerous condition of many of the thoroughfares, especially paved streets with surfaces smoothly flushed, while many other streets are so bad that the only place where a teamster can drive with any degree of safety to himself and his horse is in the car tracks of the Worcester Consolidated Street Railway Co.

TO TEAM OWNERS IN GENERAL:

As the National Team Owners' Convention is rapidly approaching, and knowing that the city of Springfield, Mass., is doing all in its power to make our stay, not only a business success, but also a very pleasant one, I desire to extend to all the local associations and individuals who are interested in the teaming industry, a very cordial invitation to attend our convention with us in Springfield, June 28-30.

There will be matters discussed which will be of vital importance to all team owners. I would appreciate very much, if all the locals would send me, as quickly as possible, a list of delegates and alternates, also any paper they may have prepared as per my former request in **TRANSFER & STORAGE**.

Anticipating the pleasure of meeting you, one and all, in Springfield, June 28-30, I remain
Very cordially yours,

NATIONAL TEAM OWNERS' ASSOCIATION,

THEO. GABRYLEWITZ, Secretary.



New Pennsylvania Railroad Freight Terminal on Conemaugh Tracks at Pittsburgh.

Pennsylvania Opens New Pittsburgh Terminal

Over \$1,000,000 has been invested by the Pennsylvania Railroad in its newest Pittsburgh freight terminal. This new terminal, which was opened on May 10, extends from Federal street to Sandusky street, along Canal street on Pittsburgh's Northside and is on the Conemaugh Division rails of the Pennsylvania lines.

Pittsburgh freight transfer men who have occasion to use this station agree that it is pre-eminent among Pittsburgh terminals for its freedom from annoying delays. Stirred by rumors that such a thing as a delayless freight terminal had actually been found, a representative of TRANSFER & STORAGE called upon W. B. Latimer, agent at the new Pennsylvania station to ascertain whether or not these rumors had foundation in fact and if so, what the reason for the elimination of delays was.

"No. We don't have any delays here," said Mr. Latimer. "Of course this is a new station and we have profited by past experiences in planning it and operating it. But one of the principal reasons that we have no waiting line of trucks outside the doors and no complaints from the team owners because of lost time, is that we receive freight for all points at all doors."

"There is no 'peddling' freight here and I think we have the only freight terminal in Pittsburgh that can boast of such a thing. Also, we have equipped this station with four-wheeled freight trucks instead of the usual two-wheeled hand trucks. No. They're not electric. They're hand trucks, but they move much more

easily than the old-style hand trucks. They are easier on the men and they'll carry more bulk and more weight."

The new station extends along Canal street for 1,200 feet. Facing on Federal street it is three stories high, the first floor being given over to stores and markets. On the second floor are the offices of the executive staff and on the third floor there is space for other offices and rooms for the storage of records, records for 7 years being always on file.

Inbound freight comes in on a level with the second floor of the building, where are five parallel tracks, each having a capacity of 25 cars, giving space for 125 cars to stand and load or unload at one time. Between tracks 3 and 4 is built an island platform extending the full length of the freight platform. Inbound freight is unloaded from the cars onto the four-wheeled hand trucks, which can be pushed into and out of the cars and manoeuvred inside the cars as they are built to turn in a small space. The freight is pushed out to the platform and taken to the bulkhead level on any one of eight electric freight elevators, of which six have a capacity of 8,500 pounds and two a capacity of 12,500 pounds, each. The track floor has an area of about 37,000 square feet.

The wagon platform has an area of 26,000 square feet, being approximately 830 feet in length, of which 450 feet is devoted to inbound freight and 380 feet to outbound freight. There are 43 doors in all, 23 being devoted to inbound and 20 to outbound freight. The

cashier's office is also on this floor, eliminating the running upstairs so common in other terminals and so productive of delays and losses by theft from the transfer company's wagons.

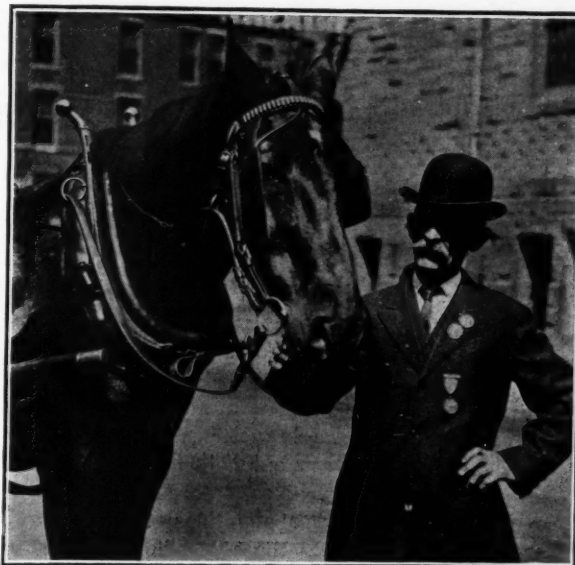
Outbound freight, after being unloaded at the receiving doors onto the four-wheeled hand trucks, which by the way will carry three tons, but are seldom loaded to capacity, is taken to the automatic scales, weighed and then taken to the track floor on one of the elevators. From the track floor it can be trucked right through cars between the main floor and the island between tracks 3 and 4, into outbound cars on track 4, if necessary.

"Sixty-two per cent of our outbound business comes between 3 and 5 p. m.," said Mr. Latimer. "But we have no delays. You see we practically give tailboard delivery and tailboard receipt here."

To facilitate the handling of freight between wagons, trucks and platforms, the drive way along Canal street has been regraded and repaved. The tracks are elevated over Anderson street and both tracks and station extend to Sandusky street. The entire equipment is new and modern, the building being equipped with its own vacuum cleaning system, automatic telephones and every accessory which can add to the comfort and efficiency of the railroad's employes and its patrons. The freight handlers are paid on a tonnage basis so that there is a greater incentive for them to handle freight quickly.

Workhorse Parades in Boston, Newark and Birmingham.

Boston, Newark, N. J., and Birmingham held work horse parades this year. As has always been the case, the Boston work horse parade, held under the auspices



"Black Jack" Oldest Horse in Boston Parade, Owned by Jenness & Co.—Photo by Underwood & Underwood, New York City.

of the Boston Work Horse Relief Association, led all the others with over 2,000 horses in line, and the comment of one of the spectators of this turn out, "America's most impressive horse show," was well merited. The Boston parade is not only growing in the number of entries each year, but growing in popularity with the citizens of Boston as well. This year over 10,000 people crowded the curb of Commonwealth avenue to watch the horses pass. This was the thirteenth annual parade of the Boston Work Horse Relief Association.

The Lawrence Gold Medal, the most coveted prize of the Boston Association, offered only for four horse



Crowds on Commonwealth Avenue, Boston, Watching Work Horses Pass in Review.—Photo by Underwood & Underwood, New York City.

TRANSFER & STORAGE

teams, was won by the Merrifield Co., it being presented to Richard F. Boates, the driver, together with a silver medal and \$5.00 by Mayor Curley. One of the splendid spectacles of the parade was a ten-horse hitch in the truckmen's class owned by C. Bowen. This was awarded a special prize. There were 90 first prizes awarded in the truckmen's class, 39 second prizes and 4 third prizes. In the expressmen's class, 54 first, 28 second and 2 third prizes given. The furniture movers' class was not as strongly represented as it might have been, this class, with which is included the furniture maker's class taking away only 24 first prizes, 8 second prizes, and 2 third prizes. Features of the parade were trick horses such as Daisy, owned by Moulton & Holmes, who told her age by pawing it out with her left fore foot, and answered several questions asked by her driver. Black Jack, 42 years old and 38 years in service, a handsome, sleek, heavy horse, erect and dignified of carriage won much handclapping from the spectators along the line of march as the oldest horse ever seen in any parade of the association. Black Jack took first prize in the old horse class. He is a previous winner of gold medals and championship prizes. The parade took place on Memorial Day.

In Newark, N. J., there were 350 horses entered in the parade, which was held on May 8. In the Newark parade there were two ten-horse hitches, one of eight, one of six and ten of four. The parade was under the auspices of the New Jersey Road Horse Association and was a tremendous success. The moving van, express and transfer companies were well represented.

The parade in Birmingham, Ala., was the first event of that kind to be held in the southern city. It was held under the auspices of the Birmingham Humane Society. One of the prize winners was Charlie's Transfer Co., whose bay horses brought away a red ribbon in the double team class.

New Jersey Road Rules.

New Jersey put into force on Thursday, May 6, what is declared to be the first complete State-wide law regulating all automobiles, horse-drawn and otherwise propelled wagons, and defining the rights of everybody on the road from pedestrian up to the driver of the most high-powered car. The new statute supersedes in its expressed provisions all ordinances of any municipality.

One of the chief features of the new rules is the legal definition of who has the right-of-way at intersecting streets not guarded by traffic officers. The right-of-way at such points is given to the driver of the vehicle on the right.

Uniform Prices and Charges for Packing.

The Uniform Methods Committee of the New York Furniture Warehousemen's Association made up a schedule for uniform prices for packing material and charges for same and submitted this at the April meet-

ing of the association. The schedule, with the comments of Mr. Wood, of the Liberty Storage Warehouse Co. of New York City, follows in full:

Packing Material.

	Cost	Price to be Charged
Barrel (empty)	\$0.33	\$0.50
Barrel, with excelsior .....	.50	.85
Excelsior, per lb. ....	.01 1/2	.03
Book box, 14x16x26 .....	.80	1.00
Picture box, 16x25x36	1.00	1.50
Lumber, per foot .....	.02 1/2	.05
Burlap, per yd., 10 oz., 40 in. wide .....	.06	.15
Twine (jute), 1/2 lb. ball .....	.04	.15
Twine (India), 1 lb. ball .....	.07 3/4	.30
Iron strapping, per foot .....	.00 1/2	.02
Nails, per lb. ....	.02 3/4	.05
Heavy paper, per quire .....	.28	.80
Tissue, per quire .....	.03	.15
Manahan moth paper, per yd. ....	.03	.10
Small pads, each .....	.01 1/2	.03
Large pads, each .....	.02 1/2	.05
Screws, per dozen .....	.01 1/2	.05
Box for glass shelves .....	.75	1.50
Tacks, per paper .....	.02	.05
Moth flakes, per lb. ....	.03	.10
Time, per hour .....	.30	.60
Boxes for upright, square and grand pianos, each	5.00	6.00
Labor boxing piano		2.00

Now those are the prices suggested by the committee. You will notice that there is quite a margin on some of these things. On some we have a narrow margin of profit, as low as 20 per cent, but on some other things we can get several hundred per cent profit. We thought best to stick to those prices because that is one chance we have to average on the entire list. For instance, a customer knows that a barrel is worth a quarter at the grocery store and will kick if you charge 50 cents, but a customer does not know the cost of tissue paper, twine, and burlap, and besides there is a considerable variation on those things. Burlap and twine are very low at the present time, but sometimes they are very high. Of course this is subject to modification.



—Photo by Underwood & Underwood, New York City.
Team Owned by Atwood & McManus that Won Twelve Blue Ribbons in Manufacturers' Class of Boston Parade.

Motor Trucks in Transfer & Storage Business

For the transfer and storage man, more than any other business man who has a haulage problem, the motor truck question remains an unanswered one, for the transfer and storage man has a more irregular transportation equation than has any other business man, except perhaps, the coal man. With most transfer and storage men no two successive hauls are alike in any particular with the exception of some freight transfers. His teams or his trucks must go here to-day and there to-morrow. No two hauls present the same aspect and the question "What will we find at the other end?" can never be satisfactorily answered. Should the distance be the same on two successive trips, a narrow stair way or a hoisting job or some other difficulty will cause lost time and lost money on the second trip, and while such good time had been made on the first trip, and the optimistic owner had believed that the truck was working out as a money saver, he might find that the second trip had knocked off all the profits of the first.

With most transfer and storage companies, the transportation of freight and baggage to and from railroad depots and of household goods from house to house, house to warehouse or warehouse to house are the principal duties of the rolling stock. A few transfer and storage companies do general and heavy hauling and with these the dump truck with overhead loading, or other devices that save time have helped motor trucks to make money for their owners even on short haul work.

But it is equally true of those who do no general or heavy hauling? Echo answers "No." But sober second thought says "Listen again." And if you listen the second time you will learn several things. First, before Echo has finished its phonographic enunciations, you will learn that many transfer companies whose business is mainly hauling freight to and from the railroad stations have tried motor trucks and have found them wanting and have cast them off. Since that time they have been unalterably opposed to motor transportation. Why did they find them unsatisfactory, you ask. Echo is silent on this point and you must make inquiries for yourself.

You find that these transfer companies are practically all located in the larger cities, New York City, Philadelphia, Boston, Cincinnati and Kansas City. Chicago is left out of this list of large cities for reasons that shall be made apparent later. You find that in each one of these centers the railroad depots are congested and that horses or trucks lose hours waiting to get or to leave a load. You find that the hauls to and from these stations are short and the streets about them clogged with ever tangling traffic.

No need to inquire further. Such things are the bane of motor truck existence as rolling stock in this business. But snatch a glimpse, haphazard, into, say,

Philadelphia. There you see Theodore Gabrylewitz, who as proprietor of the Citizens' Express Company has been using two trucks for some time and has recently purchased a third. Should you ask Mr. Gabrylewitz what his business is he would doubtless tell you that he is a "teamster" as freight transfermen are known in Philadelphia, and you would think that your observations into freight terminal and traffic congestion influencing motor truck operation had all gone for naught, but Mr. Gabrylewitz, who by the way, is secretary of the National Team Owners' Association, might tell you further that he uses his trucks to handle an ever-increasing volume of distributing business—distributing for large manufacturers. The cars are Autocars.

It is true that terminal and traffic conditions determine the efficiency of motor trucks in freight haulage. You might conclude that electric trucks could be used without delays at the terminals, if you knew that electric trucks usually work out more economically on short hauls than gasoline trucks, but you would get no opportunity to prove your theory at a large city freight terminal, unless it should be in Chicago. And why Chicago? Because in Chicago the railroad terminals give practical tailboard delivery and tailboard receipt. You will find similar conditions in Buffalo where, according to Louis Debo, secretary of the Buffalo Trucking Association, motor trucks have gotten a good strong hold in the transfer and storage business during the year just past. Had the Tailboard Delivery fight gone through you would find conditions in the large cities named first, similar to what they are in Chicago and Buffalo.

But, even considering these things we could name to you many officers and member of the National Team Owners' Association, the largest association of freight transfermen in existence, in addition to Secretary Gabrylewitz, who are using motor trucks in one way or another and have found them profitable. A few have tried them and thrown them out but it has sometimes been the fault of conditions beyond the owners' control and sometimes not. A motor truck owner is too apt to keep a record of the expense that his motor trucks have been and not include the work they have done, which is usually fatal to the truck.

We could name to you hundreds of storage companies that are using trucks in transferring household goods and we could quote to you the words of such men as Charles S. Morris, president of the New York Van Owners' Association, who a short time ago, in a meeting of the New York Furniture Warehousemen's Association, said that if he had the money he would give up horse haulage entirely. Most of these users have found trucks a necessity. Motor trucks have been adopted for reasons almost as numerous as the individual installations. Here competition forced the purchase of

the first truck, and sometimes of the remaining fleet; there the customers demanded motor haulage and would move down their own goods in a wheel-barrow before they would consent to have their new neighbors see an out-of-date (as they expressed it) horse van moving them in. In another place motor trucks were tried out on a strictly economical basis and found satisfactory, and so on, through all the arguments that the motor truck salesman gives you before he gives you up or sells you a truck. One or more of these arguments has caused the purchase of a truck at each place. Some of these users favor electrics for household removals and some favor gasoline cars. Some are partial to three and one-half ton trucks and others are sticklers for lighter vehicles. But it is believed among the New York City and Chicago warehousemen generally, that three and one-half ton motor trucks of the gasoline type are the proper thing for long hauls—anything over 10 miles, one way in fairly level ground. The electric is good, they believe, for distances up to 10 miles, one way. Electrics of three and three and one-half tons capacity are usually found in the household goods storage business.

But could we show you many members of the American Transfermen's Association who are using trucks for hauling baggage and are satisfied with them? Possibly we could not. At the 1914 convention of that association, it seemed to be the consensus of opinion that motor trucks are no good for hauling baggage. And yet we know of many baggage transfer companies who are not members of this organization who are using trucks and making them pay dividends in baggage transportation.

We will cite you one case. We can cite you hundreds, but will not the opinion of this one man, who has been in the business for years and is known all over the United States, be sufficient conclusive evidence? The man is J. J. Blanck, of Blanck's Transfer & Storage Co. of Pittsburgh, Pa. Mr. Blanck has five trucks. One is a Lange ("the truck that made Pittsburgh a level city") and one a Republic; both are two-tonners. The other three are lighter vehicles made by Mr. Ford, of Detroit. These latter are fitted with commercial bodies built in Mr. Blanck's own body shops to carry six average trunks. They travel on pneumatic tires and one man goes with each car. They will make upward of 40 miles an hour, but, fully loaded they are seldom driven at that speed for police and other reasons of economy. The Fords have a capacity of about 750 pounds, but there is no reason why gasoline trucks, and not metamorphized pleasure cars, should not be used for this kind of work. These vehicles could be of 1,000 or 1,500 pounds capacity and should travel on pneumatic tires.

The writer recently called upon Mr. Blanck to get his opinion of motor trucks now that his vehicles are in their second year of service. We walked into Mr. Blanck's office, hung our hat on the telephone so there

would be no interruptions and asked "What do you think of motor trucks, Mr. Blanck?"

"Well," said Mr. Blanck "I'll tell you a story. One day my Republic two tonner left the warehouse at 8 a. m. and went to Crafton. That's about 12 miles from here. At Crafton a small load of household goods was picked up and brought to the warehouse, the truck getting back here at 11 a. m. The driver unloaded the household goods and then went out with his truck. He picked up six trunks, making six calls, and delivered them to the Union depot, the B. & O. and the Lake Erie. He had his lunch and was back at the warehouse at 1:30 p. m. He covered 14 miles on that trip.

"Then he went to the East Liberty depot (a short walk from the warehouse) and got a load of freight and delivered it, covering about 4 miles. He was back at the warehouse before 3 o'clock and left on the hour for McKeesport with a small load of trunks. In McKeesport, which is 14 miles from the warehouse, he made one stop and was back at the warehouse at 6 p. m. That one man with that truck, did the work of four or five single horse wagons that day. He covered over 70 miles and did a good bit of work besides. Yes, I should say that motor trucks are more economical than horses when you're given the distance."

"You've told me a story of an exceptional day's work," I said. "But is there any reason why that truck and your Lange truck as well shouldn't do as much every day? Besides he had time for another trip before 8 a. m., didn't he?"

"Yes. He had time for another trip before 8 o'clock and given the business, there isn't any reason why both trucks shouldn't be doing as much every day."

Then the writer proceeded to glean the following facts out of Mr. Blanck's experience. Anything over two ton trucks are too heavy for moving in Pittsburgh. Larger vehicles shake themselves to pieces on the hills of the city and the rough streets that run over them. Each one of his Fords has replaced two single wagons and he is getting the work of two teams done every day with his two ton trucks and on this basis they are paying in spite of the well-beloved theory that unless you can do the work of three teams with a truck, the truck is a failure. Overloading depends upon the truck owners' judgment and treatment of his employees. If he treats his employees like human beings but is sufficiently severe with them when necessity demands it, he can keep the same men in his employ for 20 years at a stretch as Mr. Blanck does, and thus obtain men that he can trust with his expensive machinery. The trucks are driven by former horse drivers.

The trucks are seldom used for moving freight from the East Liberty Station as this is so near the warehouse, but Mr. Blanck has his own men in the freight station who see that his vehicles are not held up there. It is seldom that a load of freight is picked up from any of the downtown stations, but if any of the firm's customers ask for this service, the trucks perform it, and East

Liberty, where most of the firm's customers are located, being 6 miles from the downtown freight stations, the length of the haul makes up for any loss of time that may occur at the downtown stations.

On some busy days, one of Mr. Blanck's trucks has done as much work as six one-horse wagons. A monthly statement of the cost of operating the trucks is made out and carefully looked over by Mr. Blanck, himself. Mr. Blanck's horses were in 25 per cent better condition last year than they have ever been before—the firm has over 50 head of horses. This is due to the fact that during the hot weather the horses can be saved, and during the winter, also, the trucks are given the burden of the work to save the horses.

But Mr. Blanck is still a firm believer in the horse. Asked if he thought that motor trucks would ever wholly displace horses, he replied in the negative, stating that he had tried out a gasoline truck against a single horse wagon on pick-up work over a short distance, where the greatest distance between stops was two blocks. At the end of the day the horse showed up better than the truck in every way and had done the work in the same amount of time.

"One of our trucks left the warehouse at 7 a. m., one day, with two men to go to Mt. Pleasant for a load of household goods," said Mr. Blanck. "Mt. Pleasant is an 86 mile round trip from the warehouse. He brought back the load of household goods and had it off the truck into the warehouse before 6 o'clock. It's that kind of work that the trucks pay best on."

"What would you consider the minimum distance, one way, on which your trucks would operate economically in moving household goods?" I asked.

"That depends on conditions at the other end," replied Mr. Blanck. "But I should say that 2 miles one way would be the minimum."

To Test Validity of License Ordinance.

Judge Harlan in the common pleas court recently issued a temporary injunction restraining Mayor Hinkel, of Hamilton, Ohio, his clerk, Howard Davis, City Treasurer Shafor, City Auditor Erb or Judge Shank, of the municipal court from further enforcements of the city ordinance placing a tax on vehicles or from arresting drivers or owners of vehicles that do not have the license.

The suit was brought by the J. W. Faucett Transfer & Storage Co. on its behalf and in the behalf of all other owners of vehicles so situated.

Mr. Faucett says that he has 24 vehicles, motor and horse-driven, and that he pays a high personal tax on his property. He says there are 800 other owners affected, and that the city has a pretended vehicle license with which its officials are harassing owners and drivers by attempting to enforce it.

Mr. Faucett says the ordinance licensing vehicles in the city of Hamilton is null and void and illegal, to-wit:

1.—That the council of the city of Hamilton is without authority of law to pass said ordinance.

2.—That said ordinance discriminates against the owners of vehicles drawn by animals in favor of vehicles drawn by motor power, and that the same is unjust, unfair, unreasonable and exorbitant in restraint of trade and is against public policy.

3.—That said ordinance is unconstitutional and void and is not of a uniform operation.

4.—That it is enacted for the purpose of raising revenue and not for the regulation and use of the streets, therefore, a tax for revenue.

5.—That the said defendant, Horace Shank, municipal judge, has construed the ordinance so as to apply to the driver of the vehicles used by Mr. Faucett and others similarly situated, and they threaten to arrest Mr. Faucett and the drivers in his employ and all others so situated, if they use said streets without said license and paying for the same.

On final hearing Mr. Faucett asks the court to test the validity and constitutionality of the ordinance, prays that it will be declared null and void and will be set aside and held for naught and that Hinkel, Shank, Erb, Davis and Shafor, city officials, be forever restrained from attempting or molesting drivers of teams without a license.

Upon the filing of a \$200 bond Judge Walter Harlan granted an injunction stopping the city officials from making arrests of driver or owners of vehicles that do not bear a license and from enforcing the alleged ordinance.

Co-Operation.

As announced in the April number of TRANSFER & STORAGE, a percentage of the receipts obtained from the advertisements carried in this issue of TRANSFER & STORAGE, advertisements which have been obtained through the efforts of members of the National Team Owners' Association, will be turned over to the National Association.

These firms show that they are heartily in accord with the principles for which the National Association stands and are willing to support it financially. In return, it should be the aim of every transfer and storage man who is a member of the National Team Owners' Association to patronize these advertisers. If he does not need any of the things advertised by them in this issue of TRANSFER & STORAGE, at the time he reads the advertisements, he should save this copy of TRANSFER & STORAGE, so that when the time comes when he does need any of these advertised products, he will know who it was that contributed to the support of his National Association, and act accordingly. In other words, patronize the firms that are advertising in this issue of TRANSFER & STORAGE for they have contributed to the support of the National Team Owners' Association.



Would Correct Misapprehension.

Editor, TRANSFER & STORAGE:—I take the liberty to correct a misapprehension as to warehouse conditions in the city of Boston. I admit that the greater part of our warehouses are reconstructed buildings which are, more or less, not strictly fireproof. However, the Dorchester Fireproof Storage Warehouse, constructed in 1911, is a strictly fireproof warehouse of the latest concrete construction. We have every improvement known to modern warehouses. Our rooms are partitioned off with terra cotta and have fireproof vault doors of the latest type, making every room a fireproof vault.

DORCHESTER FIREPROOF STORAGE CO.
FRANCES E. BUCKLEY.

Card Used With Collection System.

Editor, TRANSFER & STORAGE:—I enclose a card which we use in connection with our storage accounts. This card was gotten up to help meet a condition discussed in your paper a short time ago, that of delinquent storage accounts. We believe it to be strong enough to cover all points without giving offense. Whether or not the customer pays the driver the hauling in and the first month's storage charges, which we try to collect, we enclose this card when mailing the warehouse receipt for the goods.

Lately, when mailing the monthly statements, I have used the card on some of the older accounts and some have made payments, with the comment that it was just the tonic they needed. All told we notice an improvement in our accounts and know the cards have amply paid for themselves. The card reads as follows:

"Wharton Words Worth While Weighing."

Very often, when removing goods from storage, the housekeeper finds that MONEY IS SCARCE. After providing for the house rent (and articles generally needed when re-furnishing the house) there is the bill for Storage and Hauling.

Each Monthly Storage Charge Left Unpaid, Makes the Burden that Much Greater.

Some few people neglect to make payments regularly, because they know that goods are not liable for sale until 6 months in arrears. THAT IS A MISTAKE, for they may then be less able to pay than when goods were first stored. Sometimes a few dollars seem hard to pay, but the effort is worth while if one intends to remove the goods, because each payment is a saving toward that end. Or, should one finally decide to dispose of the goods, the selling price is not eaten up in storage charges, but remains READY CASH. By paying regularly, we are saved the unpleasant duty of suggesting that goods may have to be sold for charges, because we have our accounts to meet on time. Our

years of experience prompt the suggestion that

Storage Charges Should Be Paid as Religiously as House Rent or Insurance.

JOHN A. GLASSE.
Wharton-Safety Storage Warehouses, Philadelphia, Pa.

New War Stamp Tax Ruling.

The Commissioner of Internal Revenue has issued a ruling under the War Stamp Act requiring all movements of freight from one city to another, or within the limits of the city or place, to be covered by tax stamped receipts. This cancels the previous ruling exempting local express shipments.

The rule to be followed in future requires receipts to be issued and stamped for all packages received for transportation to any point, whether within or without the city limits, by every person, corporation or concern engaged in moving merchandise for hire. To this rule, however, exceptions are made, as follows:

"To the movement of household furniture in use as such from one residence to another solely by wagon or similar road vehicle, or of trunks, hand baggage, etc., of a passenger to and from railroad depots, steamship piers, etc., or to the movement of packages and freight under contract covering any period whereby for a lump sum or an amount measured by the number or weight of packages transported, one party contracts to deliver all of the packages or all of a certain kind of packages which the other party may have for delivery generally or in a certain neighborhood during the period or whereby the sole use of certain trucks, lighters or other similar means of local transportation is obtained for a given space of time, or under contracts or agreements establishing the relationship of employer and employe rather than that of consignee or carrier, respectively; neither will any stamps be required upon receipts for movements accessory to or in connection with the transportation of freight between different cities or towns, such intercity shipments being covered by duly stamped bills of lading or correspondent documents, it being further held that stamp tax is not required under the circumstances recited in this paragraph, whether or not goods in such cases are transported beyond the limits of a city or town, except that the exemption regarding movements under general contracts shall not be applicable to transportation beyond the limits of a city or town and its immediate suburbs.

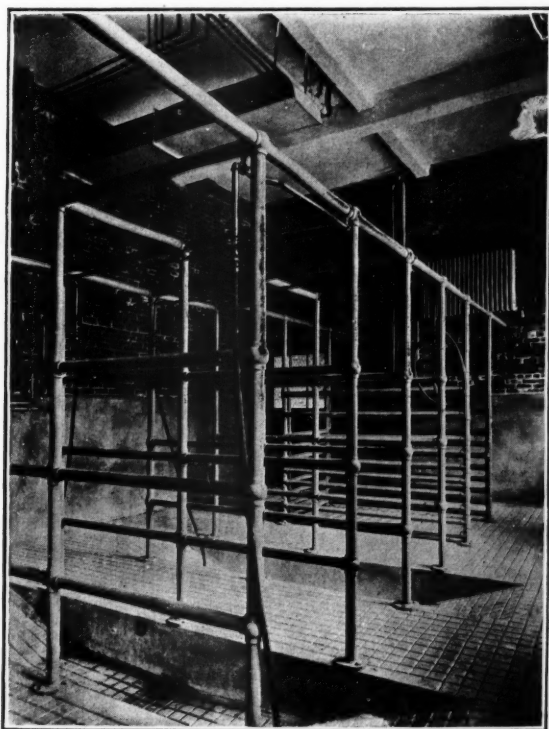
Whenever, also, a number of orders or shipments are consigned in bulk to a local hauling concern for distribution among the ultimate consignees, a receipt, to which a stamp must be affixed, shall be issued covering each individual order or shipment.

Boston's New Animal Hospital.

The George T. Angell Memorial Hospital for animals, which was dedicated recently in Boston, is one of the best equipped institutions in the world for the care and treatment of animals. This new building, containing the business offices of the Massachusetts Society for the Prevention of Cruelty to Animals and the American Humane Education Society as well as spacious quarters for the medical and surgical treatment of animals, was started in the fall of 1913 and completed last spring. It is in every way thoroughly adapted to the purposes for which it was planned and constructed, and is in all respects a most fitting memorial to the life and labors of the great founder of the societies.

The building occupies 22,000 square feet of land situated in that section of the city that has already become famed for its hospitals and educational and philanthropic institutions. The foundation walls are of concrete with granite and limestone. The exterior walls are built of red, water-struck brick with limestone trimmings. Over the main entrances there is a limestone portico supported by four Ionic columns. The structure is fireproof throughout with concrete and tile floors, plaster block and brick partitions.

The hospital proper is of two stories constituting two sides and the rear of the entire building and forming, with the front, a large open court which is protected by a glazed awning on three sides. The slate



Dental and Irrigating Room of Boston Horse Hospital.



Reception Room of Boston Horse Hospital.

roof of the entire hospital affords ample exercise yards for small animals.

On the ground floor of the hospital there are operating rooms, medical, surgical and contagious wards, laboratory, tan-bark room and garage. The operating-rooms and clinics have special metal window frames and sash to admit the most light possible and all wards have granolithic dado, five feet in height.

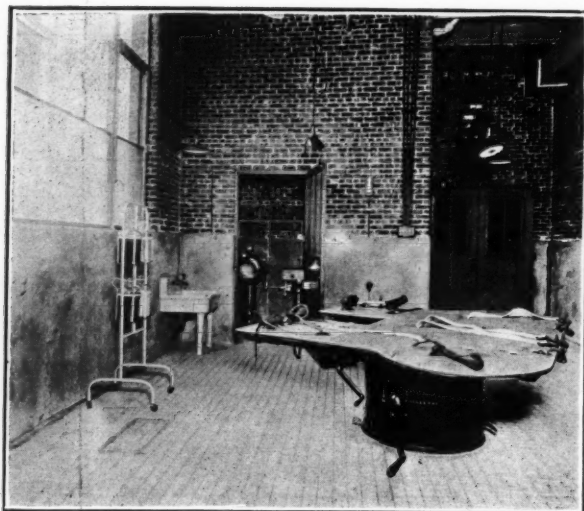
The garage is equipped with two entrances and contains gasoline tank and electric charging apparatus for ambulances. Throughout the animal portion the rooms are ventilated by an electric fan system, the horse wards having special appliances for removing foul air from any part of the room.

Many other features have been introduced into the hospital sections, including the latest type of tilting table for horse operations, and soak stalls supplied with hot and cold water passed through anti-scalding mixing valves.

The upper floor contains wards for the accommodation of smaller animals, a "small pet" department, hay and grain room, and superintendent's apartments. For the present the mailing department of "Our Dumb Animals" and other publications of the Societies will be located on this floor of the hospital.

The administration and editorial offices are located on the second floor of the main building, fronting on Longwood avenue. Here also are the consulting rooms, the library and memorial room, where are to be kept portraits of benefactors, tablets bearing their names and cabinets containing the names of every contributor to the fund for erecting and maintaining the building. The first floor contains the hospital offices and rooms for the prosecuting agents and veterinarians.

With the single exception of the memorial room, in which are marble pilasters and marble floors, the interior is finished in wood, with no attempt at decoration. Indeed, the building throughout is entirely without "frills." Whether one views it from without or within,



Operating Room for Horses in Boston Hospital.

the impression is at once striking that this hospital and all its appointments were planned and carried out with an eye single to permanence and serviceability.

Since the opening of its doors to the admission of patients on March 1, the hospital shows a steady increase from week to week both in the number of in-patients, and out-patients. The official figures for the first 5 weeks, which President Rowley states as "far exceeding our anticipations," were: Free dispensary cases treated, 294; hospital cases, 156, of which 91 required surgical operations. The statement for the month of April is as follows: Dispensary cases, 296; hospital cases, 120. The total number of animals treated for the first 2 months is reported as 767. To the uninformed and to those who were skeptical as to the benefits which would be derived for animals from the establishment of such an institution, this figure will be a surprise; it is indeed little short of a revelation.

The hospital has added extensive equipment since its opening in order to accommodate and care for the great number of animals that have been brought to it. Many more horses than were expected for some months to come have had to be provided for, so that it appears that, while the institution was planned with wise reference to future demands upon it, the physical limits to which its various departments may expand are none too great.

The veterinary staff at the hospital have had notable success in their work on many animals since the hospital was opened. Numerous surgical operations have been performed upon subjects commonly regarded as passed the stage of curability and timely relief has been extended in scores of cases which, if unattended, could have resulted only in the most serious consequences.

Visitors are welcomed to the Angell Hospital daily (except Sundays) from 11 to 12 a. m. and 3 to 4 p. m.

WILL M. MORRILL.

Rollin G. Martin.

By the death of Rollin G. Martin, president of the Niagara Carting Co., of Buffalo, N. Y., team owners and all interested or engaged in the transfer and storage business, lose a valuable and honored friend. Mr. Martin was born at North East, Pa., on August 26, 1849. In 1872 he was appointed yard master for the Lake Shore & Michigan Southern Railway at North East, a position he held until 1880. From 1881 to 1883 he was agent for the Canadian Southern at Black Rock.

Mr. Martin was one of the organizers of the Buffalo Storage & Carting Co. in 1883 and continued as its manager until July, 1892, when, after a short rest, he purchased the Niagara Carting Co., which business he conducted until the time of his death on April 18, 1915.

Mr. Martin's activities in the interest of those engaged in the transfer and storage business, ever since the organization of the National Team Owners' Association in 1902, is well known to the readers of TRANSFER & STORAGE. His counsel and advice were at all times heeded in the conduct of the National's affairs. It was with regret that the National Team Owners' Association leaders accepted his determination not to act as treasurer, a position he held from the time of the Association's organization up to 3 years ago.

Mr. Martin was obliged to give up the office of treasurer of the National owing to failing eye-sight and poor health. Last year he was induced to go to Pittsburgh and enjoyed the trip by automobile so much that he thought, if he was at all able, he would go to Springfield this year.

Buffalo team owners often profited by Mr. Martin's advice, and he was often consulted by committees of the Buffalo Employers' Association and the Chamber of Commerce as well as other associations interested in matters pertaining to the transportation business. Besides being instrumental in the formation of the Na-



Stables of Boston Hospital.

tional Team Owners' Association, Mr. Martin was one of the early members of the American Warehousemen's Association.

Members of the Buffalo Trucking Association in particular, feel Mr. Martin's loss keenly. His determination of purpose won many a battle for his associates, and, though the association has never been very strong numerically, thanks to the spirit inculcated by Mr. Martin, the Buffalo Trucking Association has made an enviable record in standing for principles that discountenance any conditions which are not just to the employer as well as to the employee.

T. F. McCarthy, of New York City, went to Buffalo to attend the funeral, and the following members of the Buffalo Trucking Association went from Buffalo to North East, where Mr. Martin was buried: C. D. Taylor, F. J. Abel, M. T. Green, Louis Debo, James C. Snyder, A. A. Adamy, Charles Adamy, H. A. Huff, T. J. Downing, J. W. Glenn and Charles H. Schanne.

Mr. Martin is survived by one son, H. E. Martin, who will carry on the business of the Niagara Carting Co.

James S. Brown.

James S. Brown, president of the Cartage Exchange of Chicago, and head of the Jaeger-Brown Teaming Co., of Chicago, died in that city on May 13, after an illness of but a few hours.

Mr. Brown was born at Cleveland, Ohio, on April 17, 1876, the son of Daniel and Catherine Brown.

Mr. Brown leaves surviving him, his wife, Maude, nee Madine, two children, Thomas Patrick, aged 4, and James Daniel, aged 15 months; his father, Daniel Brown, who resided with him, and his brothers, Henry J., the Rev. Peter F., C. S. V., the Rev. Patrick E., C. S. V., and Martin B.

Mr. Brown's family moved to Chicago in his early youth, and there he spent the formative years of his life. He was a devout Catholic; a member of St. Andrew's Church at the time of his demise. In youth and early manhood he took a great interest in church affairs, affiliating himself with every movement for the uplift and betterment of his fellow-men.

He married Maud Madine on June 1, 1908, and established a very happy, Christian home, in which he took great pride and guarded and provided for until his death. His father, Daniel Brown, resided with him. Mr. Brown was a home loving man, and enjoyed the society of his family and many friends. He was particularly interested in the calling and development of his two brothers, the priests, feeling that in them it had been the great privilege of his family to contribute much to the church they all so greatly loved and revered.

His sudden death was a shock and the source of great sorrow to everyone who knew him. His high ideals, good character and ever cheerful disposition had won and kept for him a great number of friends.

Mr. Brown first went into business with his brother, Henry, about 10 years ago; and 7 years ago the Jaeger-Brown Teaming Co. was organized, and Mr. Brown, owing to his executive and business ability was selected as president, which office he held until his death. The business will be conducted under the same name, with Henry Brown as manager. Mr. Brown was president of the Cartage Exchange of Chicago; last year he was secretary. He took great interest in the matters of the Exchange, and devoted his time and energies freely to its interests. On May 14, a special meeting of the executive committee was held to take appropriate action on his death, and the following day a special meeting of the Exchange was held at the Hotel Sherman, a full attendance being present, and appropriate resolutions were passed, and at the request of the family the members of the Exchange took charge of the funeral. Vice President Martin appointed as active pall bearers, Messrs. James O'Donnell, S. T. Clark, John P. Lynch, John F. Schaffer, R. J. McMahon and M. Martin; and as honorary pall bearers, Messrs. V. J. Seng, J. Broderick, P. J. Finnigan, Charles Farquhar, J. F. Martin and Louis S. Waage, all members of the Exchange.

The funeral was held from St. Andrew's Church, where solemn requiem high mass was celebrated at 10 o'clock. The Rev. Peter F. Brown, C. S. V., brother of the deceased, was celebrant, the other brother, Rev. Patrick E. Brown, C. S. V., was deacon and the Rev. J. Kerns sub-deacon. Several other priests were present. The sermon was preached by the Very Reverent Mahoney, C. S. V., president of St. Viator's College, and was appropriate and impressive in every detail. His eloquent remarks were a comfort to the family and friends and a just commentary on the life and character of the deceased of which his relatives should justly be proud. After the services of the church, the funeral cortege proceeded to Calvary Cemetery, where interment was made.

Beautiful floral pieces from his friends, his business associates, the employees of his firm and the Cartage Exchange were given. The members of the Exchange attended in a body and the full membership was present. Every member felt that in the death of Mr. Brown they had also lost a good and faithful friend, and the Exchange an efficient and tireless officer.

CARTAGE EXCHANGE OF CHICAGO.

Humphrey E. Eustis.

One of the faces missed as much as anyone else at the coming convention will be that of Humphrey E. Eustis, of Minneapolis, Minnesota. Mr. Eustis died December 29, 1914, after a long illness which confined him to a sick bed for a number of months.

A native of Maine, he early in life moved to Massachusetts, where he spent his younger manhood. At the time of the war he joined first a Maine regiment, serving 3 months, and later re-enlisted in a Massachusetts regi-

ment for the war. Afterward he came to Minnesota, where he lived the remainder of his life.

He was a friend of all who knew him, kindly, courteous and genial, ready to stir up a lagging company or committee meeting and his good humor bring a smile to the faces of all, yet he could, when he thought right, say sharp and earnest words to those who ought to hear them, whether friend or foe.

He was an exceedingly valuable member and worker in the Minneapolis Association, especially so because everyone liked him and knew that he was honest in his convictions and many would listen to him when they would not hear anyone else.

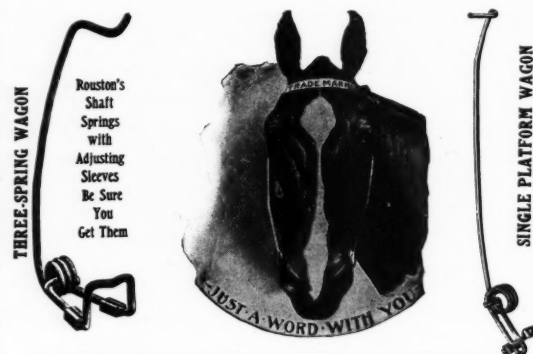
We believe he was known to more of the delegates at the convention, than almost any other man, and that his passing away leaves a gap which will long go unfilled. If he were here I know he would wish to be remembered to all his friends at the convention and so I send greetings in his name.

THE DRAYMEN'S PROTECTIVE ASSOCIATION OF MINNEAPOLIS.

W. M. BABCOCK, Secretary.

COMPANIONS

FOR YOUR SERVICE



The Greatest Favor You Can Confer.

They stop the weight and pounding on the back, and save their cost on Harness and Shafts. Give us a Square Deal and We will Discount the Auto in Service and Lasting, with Less Cost and Care. Thousands have and are proving it.

Write for Prices.

CLEVELAND SHAFT SPRING CO.,

2232 East Ninetieth Street,

Cleveland, O.

United States Horse Shoe Co.

MANUFACTURERS OF

Horse and Mule Shoes

Made in over 500 Different Patterns and Sizes

ANNOUNCEMENT

OUR RACING STABLE is being maintained this Season under the same successful plan as was conducted last year, and all visitors inspecting our EXHIBITION TENT, placed on the ground at each meeting, will be most cordially received by our representative in charge, and presented with a Handsome Souvenir WATCH FOB and Catalogue, illustrating our COMPLETE LINE OF HORSE AND MULE SHOES.

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The Birds
get 20%
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Feed
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Sucrene-
Alfalfa
Horse Feed
Saves the
Waste

Can you afford to throw your money to the birds?

Can you afford to feed your horses a ration a large part of which they do not digest, from which they get no benefit, and which goes to keep millions of sparrows "fat and sassy"?

Sucrene-Alfalfa Horse Feed Cuts Your Feed Bill 25 per cent

You will be surprised at the result of the first month's feeding. Your horses will show the effect of a properly balanced ration which they enjoy thoroughly because it is palatable, which they masticate properly and which their digestive organs can dispose of to the best advantage—there's no waste for the birds or hogs to pick up.

Puts New Life Into Your Horses

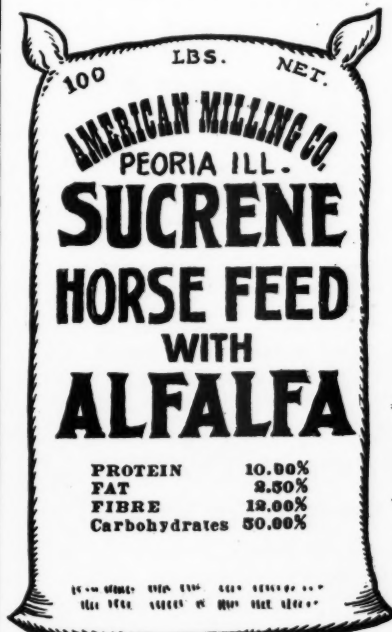
Makes Them Want to Work

Sucrene-Alfalfa Horse Feed combines the best strength and energy producing grains with molasses and alfalfa. Guaranteed to contain 10 per cent Protein, 2½ per cent fat, 50 per cent Carbohydrates, 12 per cent fibre.

Sucrene Feed restores the animal's wasted energy and spirit after a hard day's work—produces the bright eye, the glossy coat which mean health and vigor. Your horse will gain 50 lbs. weight in 60 days and be able to pull a heavier load.

Remember: Sucrene-Alfalfa Horse Feed is a complete ration for heavy work horses. Better than oats and \$7 per ton cheaper. They need no other grain feed. It is a sweet smelling, dry, mealy feed—easy and pleasant to handle—not "sticky." Put up in 100 lb. sacks. Try a sack and save money—get more work from your horses at less cost.

See your dealer or fill out the coupon and send it to our address nearest to you.



American Milling Co. Peoria, Illinois

Philadelphia, Pa., Address: 444 The Bourse. Pittsburgh, Pa., Address: 46 Eighteenth Street. Syracuse, N. Y., Address: 474 S. Salina Street.

What Sucrene Users Say

Mr. D. T. Campbell, of D. T. Campbell & Son, Keystone Livery Sale and Exchange Stables, Philadelphia, Pa., writes: "Sucrene-Alfalfa Horse Feed has made good on the claims you make for it, and we take pleasure in recommending it to others. The improvement of our horses in weight and appearance, and the absence of sickness among them, satisfies us that you have hit upon an ideal horse feed—different from any other we have tried. Please ship us immediately another 400-bag car."

American Milling Co. Peoria, Ill.

Please give me full information in regard to results to be obtained by feeding Sucrene-Alfalfa Horse Feed, and the saving in feed cost to be effected.

I workhorses
My name is
My addressState.....
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His addressState.....

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T. W. KEELIN & CO.

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Hay and Grain

Elevator and Warehouse

166-174 North Carpenter Street
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Seven Phones, all MONROE 3456.

Private Exchange all Departments.

Established 1843.

Incorporated 1895.

F. Knight & Son

Corporation

GENERAL FORWARDERS

Riggers

Every description of Machinery, Merchandise, Office and Household Furniture, Packed for Removal or Shipment.

Storage

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 BOSTON, MASS.

HENRY C. KNIGHT, Treasurer and General Manager.

Telephone, Fort Hill 1700

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UNINTERRUPTED

MOTOR-TRUCK SERVICE

YOU MUST USE

POLACK TYRES

They are guaranteed for 10,000 miles—
 and they reduce truck repair bills.

SEND A POSTCARD to-day for remarkable
 tyre-records filed with us by leading Storage
 and Trucking companies.

POLACK TYRE & RUBBER CO

1876 Broadway, New York.

Factory: Bridgeport, Conn.

Albany	Charleston	Detroit	Montreal	Providence
Baltimore	Chicago	Grand Rapids	Newark	Richmond
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Longer
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A
Shorter
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MAIS

Heavy-Duty-Trucks

Built for Service

Built entirely in our own Factory

1½, 2 and 3-ton capacities

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*Write for Catalogue
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MAIS MOTOR TRUCK CO.
INDIANAPOLIS INDIANA



**MAIS MOTOR
TRUCK CO.**
INDIANAPOLIS,
INDIANA



Transfer, Warehouse and Storage Companies' Directory

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Morrow Transfer & Storage Company,

STORAGE AND HAULING.

Members of A. W. A. and N. Y. F. W. A.
26 West Alabama Street.

Cathcart

Transfer & Storage Co.,

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse

6-8 Madison Ave.

BOSTON, MASS.

"WE MOVE EVERYTHING"

R. S. Brine Transportation Co.

48 India Street.

Trucking, Forwarding and Rigging.

BROOKLYN, N. Y.

PIONEER

FIREPROOF STORAGE

WAREHOUSES

GEO. H. SHEPHARD,

General Manager.

GEO. F. SHEPHARD,

Traffic Manager.

37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

News From Everywhere Briefly Told.

Allegheny Express Co., one of the largest transfer firms operating in Pittsburgh has been consolidated with the Pettit Storage & Van Co., of Pittsburgh. This is perhaps the largest consolidation in the express, transfer and storage business in the history of Pittsburgh. The Allegheny Express Co., had the baggage concession at the Fort Wayne station of the Pennsylvania Railroad, and to handle this business and its freight transfer business and its household moving business, the company employed over 100 head of horses. The company had fourteen touring cars also, conducting a renting business in connection with its lines. William Teets, Jr., who was president of the Allegheny Express Co., becomes treasurer of the Pettit Storage & Van Co., following the change. The Allegheny Co., had been established for 32 years.

Its consolidation with the Allegheny Express, gives the Pettit Storage & Van Co., over 2 acres of ground space and 7½ acres of floor space. The Pettit company has one of the best locations in Pittsburgh for handling a merchandise storage business, to which the larger of its two buildings is devoted. With the exception of the Pittsburgh Terminal Warehouse & Transfer Co., it is the only storage warehouse in Pittsburgh having connection with all the roads entering the city. The warehouses and the main office of the company are located on the Pennsylvania Railroad where its passenger tracks cross the Allegheny River from the Fort Wayne station to the Union Depot. It has direct sidings on the Pennsylvania, the Buffalo, Rochester & Pittsburgh and the Baltimore & Ohio lines.

Service is the keynote of the Pettit company's policy. Gravity conveyors are installed in the merchandise warehouse to permit of the rapid handling of flour and similar goods. One of the elevators is large enough to take on one of the firm's motor vans and carry it to any floor of the warehouse. Private rooms are provided for furniture storage.

R. M. Pettit, president of the company, will be remembered as the former head of the Household Storage Co., of

BUFFALO, N. Y.

The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

O. J. Glenn & Son

Everything in the Line of Moving, Carting, Packing, Storage.

Office, 47 W. Swan Street.
Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce.

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty.

CANTON, O.

Cummins Storage Company

310 East Ninth Street.

STORAGE, DRAYING, PACKING AND FREIGHT HANDLING A SPECIALTY

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on

Household Goods, Automobiles and Machinery.

General Office, 38 So. Dearborn St. Chicago.
New York, 290 Broadway; Boston, 437 Old South Building; Buffalo, 675 Ellicott Square;

Trans Continental Freight Co.

Forwarders of Household Goods, Machinery and Automobiles.

Reduced Freight Rates to and from all principal points west.

General Office, 283 South Dearborn Street,
New York Office, 29 Broadway.
Boston Office, 1004 Old South Building.

CLEVELAND, O.

The Fireproof Storage Co.

5700 EUCLID AVENUE.

Most complete facilities for Moving, Packing and Storage of Mechanical and Household Goods. Special attention to carload consignments.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

CLEVELAND, OHIO.

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.
Modern Fireproof Buildings

Service Complete

Carload Consignments Solicited.

DENVER, COL.

THE WEICKER

TRANSFER AND STORAGE CO.

Office 1017 Seventeenth Street.

New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street.

Storage of Merchandise and Household Goods.
Distribution of Car Lots a Specialty.

DETROIT, MICH.

**Riverside Storage & Cartage
Company**

51 CASS STREET.

DES MOINES, IA.

**Merchants Transfer & Storage
Company**

WAREHOUSEMEN AND FORWARDERS

General Office - - - - - Union Station

EL PASO, TEX.

**WESTERN TRANSFER
& STORAGE COMPANY**

518 SAN FRANCISCO ST.

Forwarders and Distributors—Trucking of all
kinds—Distribution cars a specialty.
Warehouse on Track

ERIE, PA.

**The Erie Storage & Carting
Company**

Packers of Pianos and Household Goods.
Storage, Carting and Parcel Delivery.

Warehouse Siding, switching to all lines

FORT WAYNE, IND.

Brown Trucking Company
**MOVING, CARTING, STORAGE
AND DISTRIBUTING**
125 West Columbia Street.

Pittsburgh. N. K. Brown, secretary of the company and its advertising manager, is a former newspaper man and an ideal man for an advertising man. With Mr. Teets these two gentlemen make up an energetic triangle that not much business can get by. Although the Pettit Storage & Van Co., has been in existence only since last September, the warehouses are well filled and the entire staff is busy.

Recently a shipment of 19 carloads of Maxwell automobiles came in for storage and in one day alone, the Pettit company handled thirty-one carloads of goods for storage. The company now operates 116 head of horses and twenty automobiles. It operates its own machine shops, harness shop, blacksmith shop and wagon paint shop.

"Competitors complain that we are cutting prices," said Mr. Brown while showing the representative of TRANSFER & STORAGE over the building a short time ago. "But we aren't cutting prices. We figure our costs the same as the others and we always end up 25 per cent under the fellow's estimate."

Sibley Warehouse & Storage Co., 325 N. Clark street, Chicago, has been elected to membership in the American Warehousemen's Association. The Sibley company is engaged in general warehousing business, including U. S. Customs and bonded storage.

Montgomery & Co., of Harrisburg, Pa., suffered loss by fire on April 18, the company's warehouse on South Tenth street in that city being completely destroyed. The warehouses of this company on the Pennsylvania railroad were not touched by the fire. The loss was estimated at \$100,000, Montgomery & Co., was fully protected by insurance. Plans are being prepared for a new fireproof warehouse to replace the one destroyed.

Walpole Tire & Rubber Co., of Walpole, Mass., maker of Walpole rubber tires and horseshoe pads, has been taken over by the Revere Rubber Co., of New York City, maker of the well-known Springstep rubber horseshoes.

L. T. Crutcher, president of the L. T. Crutcher Warehouse Co., of Kansas City, Mo., has purchased the business and lease of the Security Storage & Warehouse Co., of Kansas City, from the Montgomery Ward & Co., interests.

Shepard Van & Storage Co., of Seattle, Wash., has taken a long period lease on the E. E. Simpson \$600,000 warehouse now being constructed at Pike street and Western avenue in Seattle. The build-

FORT WORTH, TEX.

**Binyon Transfer & Storage
Company.**

265-7 West Fifteenth Street,
Receivers and Forwarders of Merchandise.
Furniture Stored, Packed and Moved.
Handling Pool Cars a Specialty.

HARTFORD, CONN.

The Bill Brothers Company
TRANSFER AND STORAGE

Special Facilities for Moving Machinery, Safes,
Furniture, Pianos, etc. **STORAGE WARE-**
HOUSES with separate apartments for House-
hold Goods, and Railroad Siding for Carload
Shipments.

HELENA, MONT.

Benson, Carpenter & Co.
RECEIVERS & FORWARDERS

Freight Transfer and Storage Warehouse.

HANDLING "POOL" CARS A SPECIALTY.
Trackage Facilities.

HOUSTON, TEX.

WESTHEIMER
WAREHOUSE COMPANY
STORAGE & DISTRIBUTING

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.

W. K. MORSE

**LIGHT AND HEAVY TRUCKING
OF ALL KINDS**

Office and Stables, rear 33 Mechanic Street.
Residence, 147 Whitney Street.

MANSFIELD, O.

COTTER
TRANSFER & STORAGE
Company
GENERAL HAULING & STORAGE

MILWAUKEE, WIS.

Kinsella Transfer Company

617 Clinton Street

WE MOVE EVERYTHING.

ALL KINDS OF TEAMING

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

THE UNION TRANSFER COMPANY.

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

OFFICE, 107 REED STREET.
"We Deliver the Goods."

MILWAUKEE, WIS.

Office and Stables—746 North Water Street.
Phone Main, 1223.

D. J. SHEA TEAMING.

MACHINERY, SAFE & BOILER MOVING,
Erectors of Smoke Stacks
Riggers Furnished, Etc.

MINNEAPOLIS, MINN.

Cameron
Transfer & Storage Company
708 Hennepin Avenue,
Unsurpassed facilities for Storing, Handling,
Transferring and Forwarding Merchandise and Household Goods.
Fireproof Storage.

MONTREAL, CANADA

Meldrum Brothers, Limited
Cartage Contractors
Established 1857
Office 32 Wellington Street.
Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.

B. B. GARDNER, 18 BLACKHALL STREET
PIANO AND FURNITURE
PACKER, MOVER & SHIPPER
Safe Mover—Freight and Baggage Transfer.
STORAGE.

NEW YORK CITY.

The Meade Transfer Company
General Freight Forwarders
Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.
Main Office, P. R. R. Pier, 1 N. R.

ing is to be seven stories in height, of concrete construction and will have modern conveniences for storage, including heated piano room, private locked rooms, and separate chests for rugs, furs and other materials of this character.

American Fireproof Storage Co., of Arlington, N. J., and the Atlas Storage Warehouse of Philadelphia, Pa., have been elected to membership in the New York Furniture Warehousemen's Association.

Central Storage Co., 386 Third avenue, Detroit; Cameron Furniture & Storage Co., 928 Sixth street, Port Huron, Mich.; Peoria Transfer & Storage Co., Public square, Piqua, Ohio; Santa Barbara Transfer Co., 30 West De La Guerra street, Santa Barbara, Cal.; Chattanooga Transfer Co., Georgia avenue and Tenth street Chattanooga, Tenn.; Ironton Transfer & Storage Co., Ironton, Ohio, and the Stringer Storage Co., 2027 Sutter street, San Francisco, Cal., have been elected to membership in the Illinois Furniture Warehousemen's Association.

Patrick Transfer Co., of Houston, Tex., has obtained a permit to construct a brick and iron warehouse building, 100 feet square at a cost of \$5,000. The warehouse will adjoin the present building of the Patrick Transfer Co.

South Boston Warehouse Co., is the title of the combination of all of the warehouses of South Boston, Va. The officers of the new combination are: president, T. F. DeJarnette; vice-president, S. M. Glenn, and secretary and treasurer, V. L. Fowlkes.

James F. Hill, for 22 years manager of the Boston Storage Warehouse Co., at Boston, Mass., died at Boston on May 21.

Mason City, Ia., is to have a new \$25,000 public warehouse. The building will be erected on First street, two blocks west of Main street. It will be a two-story and basement structure, made of re-inforced concrete and will be 56 by 132 feet in size.

Robert T. Mitchell, a realty dealer of Cleveland, Ohio, is planning a \$100,000, six story fireproof warehouse for commercial storage exclusively, to be erected in Cleveland in the near future. For the site, Mr. Mitchell has chosen a plot of ground with a frontage of 50 feet on East Fifty-fifth street and a depth of 444 feet adjoining the Pennsylvania railroad just south of the Euclid avenue station of the road.

Holland-Lee Storage Warehouse Co., of Suffolk, Va., plans to rebuild its large

West End Storage Warehouse

202-210 West Eighty-Ninth St.,
Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults.
NEW YORK CITY.

Metropolitan Fire Proof Storage Warehouse Company

39-41 West Sixty-Sixth St.
STORAGE, CARTAGE, PACKING.

Julius Kindermann & Sons FIREPROOF STORAGE WAREHOUSES

Storage for Household Effects, Automobiles, Etc.

1360-62 Webster Ave., near 170th St.
NEW YORK CITY.

OIL CITY, PA.

Carnahan Transfer & Storage COMPANY STORAGE AND PACKING

PARKERSBURG, W. VA.

Parkersburg Transfer & Storage Co.
101-113 ANN STREET.
Distributing and Forwarding Agents.
Track in Building.

PHILADELPHIA

CITIZENS' EXPRESS COMPANY,
Theo. Gabrylewitz
Drayman—Shipper—Distributor
HEAVY HAULING
Parcel Delivery.

Auto Delivery.
31 North Sixth St.

PITTSBURGH, PA.

Haugh & Keenan
Storage & Transfer Company,
Center and Euclid, East End.
PITTSBURGH, PA.

MURDOCH STORAGE & TRANSFER COMPANY,

Successor to
W. A. Hoeveler Storage Company,
Office and Warehouses
546 NEVILLE STREET, PITTSBURGH, PA.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

Weber Express & Storage Co.

4620 Henry Street
Moving, Packing and Storing | **GENERAL**
of Furniture and Pianos | **HAULING**

J. O'NEILL, EXPRESS AND STORAGE

813 W. Diamond Street, Northside.
Unsurpassed Facilities for Sto-
ing, Handling, Transferring
and Forwarding Goods.

UNION STORAGE CO.,

Liberty and Second Ave.

GENERAL, COLD AND RONDED STORAGE
TRANSFERRING AND FORWARDING.

PORTLAND, ME.**Chase Transfer Company**

General Forwarding Agents
Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway.
Special attention to Carload Consignment.

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS
Special Attention Given to Pool Cars

POCATELLO, IDAHO.

Hannifan's
Transfer & Storage Co.

CARLOAD DISTRIBUTORS
Agents for shippers of household goods,
automobiles, machinery and other com-
modities. Pocatello is the leading dis-
tribution center of the Northwest.

ROCHESTER, N. Y.

Rochester Carting Company,
164 ANDREWS STREET.

Movers of Pianos and Household
Furniture.

ST. LOUIS, MO.**Columbia Transfer Company**

Special attention given to the
distribution of car load freight.

Depots: St. Louis, Mo., and East St.
Louis, Ill.

peanut warehouses, recently destroyed
by fire.

Columbia Auction & Storage Co., a
new concern, has opened offices at 1212
Taylor street in Columbia, S. C. A gen-
eral auction and storage business will
be carried on.

Argument on the renewed complaint
of the Philadelphia Team Owners' Pro-
tective Association against the Philadel-
phia & Reading Railroad Co., on account
of poor facilities at the Thirteenth and
Callowhill streets. Station in Philadel-
phia was made before the Penn-
sylvania Public Service Commis-
sion at Harrisburg on May 7. Ward
Pierson, counsel for the team owners,
said present facilities are inadequate.
William L. Kinter, counsel for the rail-
road, said that the reduction of the free
storage time from 4 to 2 days, effective
November 15, has so expedited the de-
livery of freight that the capacity of
the station has been increased 20 to 25
per cent.

Charles W. Sherburne, president of
the Armstrong Transfer Express Co., of
Boston, Mass., died at his home on Bea-
con street, in that city on May 6.

G. G. G. Metal Stamping Co., of War-
ren, Pa., maker of the G. G. G. Hame
Fastener, has gotten out a neat little
parcel post calculator and it will be
pleased to send one of these to any
reader of **TRANSFER & STORAGE**
from whom the G. G. G. company re-
ceives a request.

Pioneer Fireproof Storage Ware-
houses, of Brooklyn, N. Y., are making
a special effort to interest New York
City and Brooklyn businessmen in their
specially constructed fire and floodproof
rooms or vaults for the protection and
proper safe guarding of valuable office
records, etc.

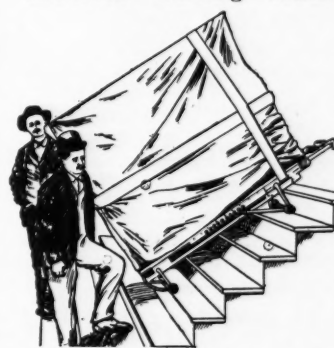
Terminal Warehouse Co., of Rhode
Island, is to build a second unit in the
group of buildings which is planned on
the water front of the city of Providence.
The new building will be a five-story,
brick structure of slow burning con-
struction and will be equipped with all
the modern appliances necessary to the
quick handling of freight. The new
building will be on the waterfront off
Allens avenue, near the foot of Oxford
street.

United States Bureau of Animal In-
dustry has issued a list of horses im-
ported for breeding purposes in 1914 for
which certificates of pure breeding have
been issued by the Federal department.
This list includes the names of animals,
their registration number, the name of

the importer, and the department num-
ber for the various breeds.

The following table shows the number
of certificated horses imported for breed-
ing purposes during 1914:

Breeds.	Stallions.	Mares.	Total.
Belgian draft	234	157	391
Clydesdale	17	34	51
Hackney	3	19	22

The Loeb "Walking" Truck**Notice**

That the wheels can be made to fit any
stairs.
That one man can "buck" a piano up
the steepest flight of stairs.
That the wheels can be easily pulled
up out of the way for sliding
down stairs.
That it is the best truck on the mar-
ket.

Write for circular and testimonials.

ADAM LOEB & SONS,
20 ALBINA AVE., PORTLAND, ORE.

P. F. BURKE
DANRELL & D. STS. SO. BOSTON, MASS.

MANUFACTURER OF
PATENT STEEL TOE CALKS

BLUNT AND SHARP

Also BURKE'S IMPROVED

HORSE SHOERS' FOOT VISE

DIES FOR WELDING SHARP CALKS



NEWTON'S Heave, Cough, Distemper and Indigestion Cure



The Best Worm Expeller
Because it is largely an Indigestion and Blood Remedy. **INDIGESTION** causes Heaves, Cough, Colic, Scouring or the opposite, Staggers, Vertigo, Intestinal or Stomach Worms, Abnormal Conditions of the Stomach and Bowels. **NEWTON'S** cures Colds, Cough, Distemper. **Death to Heaves.** Best package, screw-top can. Absolutely most economical to use. The leader, not a follower. A Veterinary Remedy backed by 23 years increasing sales. Price 50c and \$1.00 per can at dealers' or direct.

THE NEWTON REMEDY CO., Toledo, O.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.,
303 Wulsin Building,
Indianapolis, Ind.

Warehouse and Van Supplies

Furniture and Piano Mover's Equipment

Wagon, Van and Auto Truck Covers.

Furniture Loading Pads

Piano Moving Covers
Piano Dust Covers
Piano Hoists.

Hoisting Belts
Surcingle Belts
Piano Dollies, etc.

WRITE FOR PRICES

Telephone, Main 2691.

Manufactured by
F. F. Hopkins Mfg. Co.
322 W. Lake St.,
CHICAGO, ILL.

TRANSFER & STORAGE

Percheron	343	181	524
Shetland pony	2	22	24
Shire	54	14	68
Standard bred	2	2	4
Suffolk	11	19	30
Thoroughbred	31	5	36
Welsh pony	11	49	60
Total	708	502	1,210

The list referred to can be obtained on application to the Bureau of Animal Industry.

New York to Adopt Cubic Foot Basis?

During a discussion of storage rates at the May meeting of the New York Furniture Warehousemen's Association, W. C. Gilbert of the Harlem Storage Warehouse Co., made the following significant address:

I would like to offer a motion that the Chair appoint a committee of five to work out a schedule of storage rates and submit to this Association, to see if the members would agree to it. It may not accomplish anything and it may. After all the talk we have had here tonight, increase taxes and other increased expenses, if you figure up your expenses for the last 14 years, you will find the average increase all along the line is 72 per cent in the cost of conducting our business, and after we know all these things, why is it not logical that we, as business men, should get together and work out a standard of charge on the cubic foot basis?

"The van load estimate is the biggest bugaboo we have. A man in going into an apartment, if he thinks there is keen competition will figure on a van and a quarter instead of two vans. I believe it can be worked out. I hope we have business ability enough to see where this thing is leading to. Now Mr. Saul says the real estate men are inducing the tenants to stay in their apartments by free rent. If the real estate man would hold to his rent he would get it because people have got to live. Apartments at some time of the year are nearly all taken up and there is no reason in the world why real estate in New York should not pay, but they are offering all kinds of inducements. I think we can do something if we try."

Protests Against R. R. Storage Order.

The Baltimore Chamber of Commerce has a filed complaint with the Interstate Commerce Commission in Washington against the Baltimore and Ohio, Pennsylvania, Western Maryland and Northern Central Railroads, protesting against the withdrawal by these roads of the four-day free storage time previously allowed on flour, feed, hay and straw in warehouses owned, operated or controlled by the railroads. Tariffs were recently filed by these railroads cutting

THE SAMSON JACK



This Jack is made of Air-refined Malleable Iron with Steel Bolts, and is used for raising heavy trucks and coaches, and comes in two sizes,

No. 1\$4.00
No. 2 5.00

WRITE US.

L. J. KELLY MFG. CO.
ALBANY, NEW YORK

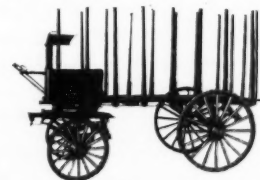


Loading Pads
Wagon Covers, Piano Covers
Piano Dust Covers
Keyboard Covers
Parlor or Baby Grand Covers
Canvas Goods, Twine,
Rope, Etc.

Wm. A. Iden Co.
564 Washington Blvd., Chicago, Ill.

WINKLER DRAYS

are most economical in the long run. Investigate before you buy.



Catalogue 32C on request.
Winkler-Grimm Corporation,
Formerly Winkler Bros. Mfg. Co.
10 Anthony St., South Bend, Ind.

TRANSFER & STORAGE

37

FOUND

A help for the Transferman. A metal polish that will keep the brass, copper and nickle on his truck and harness always bright, removes all rust and dirt with little effort. Contains nothing that will harm the hands, leather, or paint.

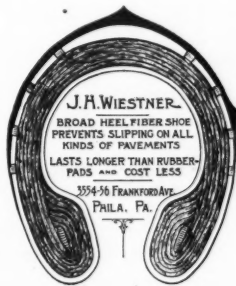
ONCE TRIED ALWAYS USED.

Costs less than any other polish on the market. Send 10 cents for large trial bottle now—\$1.00 gallon. Rates on quantities. Send coin or stamps for trial to-day.

Waggoner Polish Co.,
326 Kearsarge Street,
Pittsburgh, Pa.

The Economy Shoe

**Wiestner's
Patent
Broad Heel
Fiber Shoe**



costs less and gives longer service than any non-slip shoe. Do not compare rope or rubber filled shoe with this Fiber Shoe. This shoe stands alone as a sure-gripper on wood block or asphalt pavements.
Order a pair through your horseshoer and let the horse be the judge. They fit hot or cold.

JOHN H. WEISTNER, Mfrg.
3554-56 Frankford Avenue,
PHILADELPHIA, PA.

WANTED

Manager—Capable business man, Canadian, age 31, possessing lots of energy, initiative and thorough business training, seeks engagement as manager or other executive position. At present and for past 5 years manager of large storage and Forwarding business. First class office man and all-around executive. Highest credentials. Address Box C-2, care of TRANSFER & STORAGE, Westinghouse building, Pittsburgh, Pa.

FOR SALE.

Transfer and Storage business in thriving city of 100,000 population. Owner must sell on account of poor health. Two storage houses, making complete plant the best in northeastern Pennsylvania. Seventeen head of horses and six motor trucks. Good opportunity for right man. No competition. For further particulars address Box SP 8, care of TRANSFER & STORAGE, Westinghouse building, Pittsburgh, Pa.

the free storage time from four to two days.

The complaints allege "that reduction of the free storage time is unwarranted and breaks faith with patrons of the road who years ago were led to abandon private warehouses and centralize shipments, especially flour and feed, hay and straw, at sundry warehouses. This centralization resulted in advantage to the shippers, who were encouraged to consign cars to Baltimore and secure certificates from the Chamber of Commerce for inspection and weighing, representing proper values and returns. The carriers received tonnage that might have resulted in less profitable hauls, and further advantage accrued to them in the prompt release of equipment and saving of switching various parts of the city for unloading, combined with further switching to get them moved to reloading points."

It is further alleged in the complaint "that allowance of but two days' free time is unjust, unreasonable and discriminatory." It is prayed that the Commission grant relief by ordering the restoration of four days' free time.—From the Bulletin of the American Warehousemen's Associations.

Smith Transfer Co., has been formed in Hartford, Conn., with a capital stock of \$25,000. The company will have an uptown office and will not only carry on a transfer business but will handle railroad and steamship line tickets as well. An uptown ticket office is an innovation for Hartford, the New York, New Haven & Hartford Railroad's former president, Mr. Mellen, being against ticket offices outside of the regular stations.

Incorporations.

New York, N. Y.—Sunrise Storage & Warehouse Co., Bronx. Capital \$25,000.

Austin, Tex.—Stark-Hilliard Warehouse Co., Orange. Capital, \$2,200.

Raliegh, N. C.—Rockingham Storage Warehouse Co., Reidsville. Capital, \$50,000.

Philadelphia, Pa.—Richard Coogan Warehousing Co. Capital, \$50,000.

Raleigh, N. C.—Farmers' Warehouse. Capital, \$50,000.

Peoria, Ill.—Federal Warehouse Co. Capital, \$200,000.

Brooklyn, N. Y.—Frederick O. Nelson Co., general transfer and express business. Capital, \$10,000.

Detroit, Mich.—Roehl Brothers Storage Co., Inc., general storage and warehouse business. Capital, \$10,000.

Cleveland, Ohio.—Advance Cartage Co. Capital, \$5,000.

Evansville, Ind.—Quick Transfer Co. Capital, \$2,500.

MAC--RIM Horse Shoes

for
All Kinds of Pavements
and
All Kinds of Work.

Read the following extract from the New Haven Evening Register April 15, 1915.

From the New Haven Evening Register April 15, 1915.

"After three weeks of tests on every kind of pavement under every kind of adverse conditions, Fire Chief Rufus R. Fancher this morning stated that he had solved the problem of shoes for the fire horses and would supply the animals of the department as fast as possible with a new product which is a combination of rubber and felt. The chief believes he has come upon an ideal shoe for the horses after worrying over the question ever since the new forms of permanent pavements came into vogue and began raising havoc with the work of the animals.

The new shoe, which is the output of a local firm, includes a composition of rubber and cloth, laid in strips over the iron shodding. The combination gives the steeds an excellent purchase on the streets, and it is superior to the old rubber variety in many ways, according to the chief. Fancher found that the strips are so arranged that the hoof may be cleaned at any time, and this was impossible with the rubber pads, which quickly put the hoofs in an unsanitary condition, inasmuch as the packing could not be removed.

The chief decided to give the new covering a try-out three weeks ago, and the five horses at No. 2's house were selected. Jimmy Cavanaugh, a horseman for years before he entered the department and became a driver at that company, watched the proceedings just as closely as the chief. The packings were put to the test in all kinds of weather, and stood up to expectations every time.

Chief Fancher will equip the rest of the animals with the rubber-cloth combination as soon as possible."

YOUR HORSE SHOER

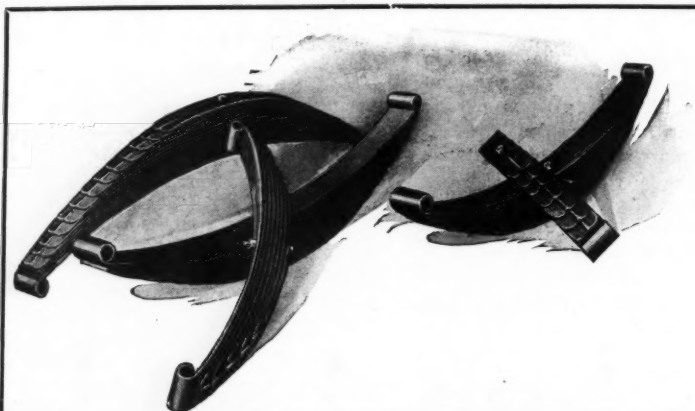
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Write us for particulars.

Manufactured by

The McCormack Co.
NEW HAVEN, CONN.

TRANSFER & STORAGE



Our name is a Synonym for *Quality*
in Automobile and Truck Springs.

Our High Grades Guaranteed
for One Year

The Perfection Spring Company

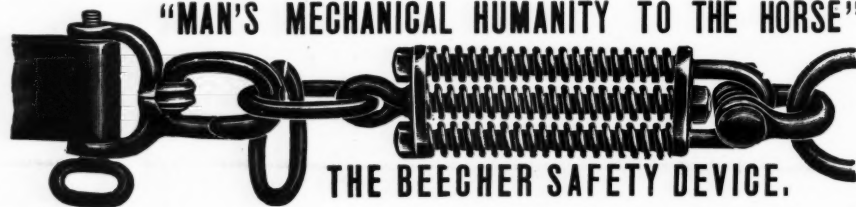
Central Ave. Cor. E. 65th Street,
CLEVELAND, O.

Beecher Draft Spring Co.,

New Haven, Conn.

Write for Catalogue.

"MAN'S MECHANICAL HUMANITY TO THE HORSE"



THE BEECHER SAFETY DEVICE.

CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

J. E. CONNER, Manager.

MARY LEWIS, Prop.

**LEWIS TRUCK & STORAGE
COMPANY**

DETROIT, MICHIGAN.

**SAFES, MACHINERY
and
GENERAL TRUCKING**

Whenever you have any work to be done in
Detroit, please let us estimate.

Established in 1866.

Transfer and Delivery Wagons



Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

KOENIG & LUHRS WAGON CO.
QUINCY, ILL.

\$100.00 Saved

on every car

Schumacher Feed

a n d

**Green Cross Horse Feed
or Horse Power Feed
Fed in Place of Oats**

Veterinary Bills Reduced.

Working Efficiency Increased.

Largest horseowners in the country
are using our feeds. *Ask Them!*

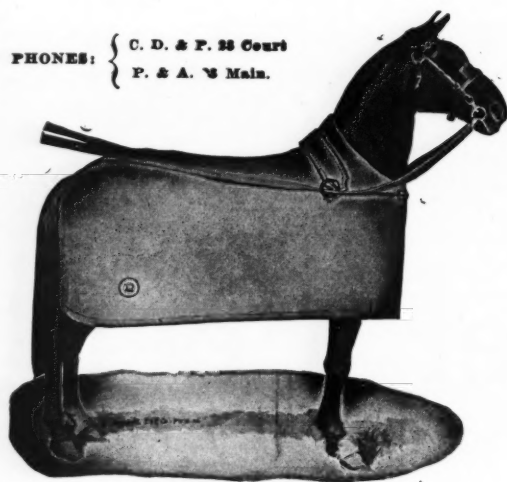
Stop Wasting Your Hard-Earned Profits

Write us at once to send one
of our experts to call on you.

THE QUAKER OATS CO.

Chicago

PHONES: { C. D. & P. 25 Court
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We are
The Original and Only
Manufacturers of the
famous

STAG BRAND WATERPROOF

HORSE
- - - AND - - -
WAGON
COVERS.

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburgh Waterproof Co.

435 Liberty Street, PITTSBURGH, PA.

Excello Horse Feed a *Pure* Balanced *Full* Ration



Write for booklet and prices.

What is a Balanced Ration?—Take U. S. G. Farm Bulletin 22, P. 12. It gives you a Standard Feed for a horse—Then “Look at the Tag on the Bag” of your Feed, and see if the Ration is balanced and what you think is fit to feed your horses. **Excello Horse Feed** is a perfectly balanced **full** ration, made from pure, clean digestible ingredients—good for any horse at any kind of work. It is the best and cheapest. Ask the man who feeds it.

“JAEGER-BROWN TEAMING CO., CHICAGO, ILL.

February 20, 1915.

Excello Feed Milling Co.,
St. Joseph, Mo.

Gentlemen:—We have been feeding Excello Horse Feed for the last six months, and find that it is keeping our horses in fine condition so far. We also find that it is a big saving over Oats. We can cheerfully recommend Excello Horse Feed to any Team Owner who wishes to use a fine feed.

Yours Very Truly,

JAEGER-BROWN TEAMING CO.,
J. S. Brown, President.”

Excello Feed Milling Co.
St. Joseph, Mo.

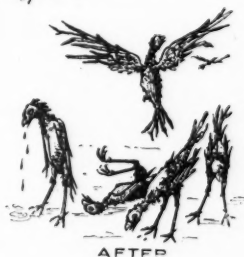
If You Are Feeding 15 Horses or More—
Don't Overlook This

Are **YOU** still Feeding Your Horses Whole Oats? If so many are swallowed whole, without being chewed. These whole oats are not only **Wasted**, but they heat up and weaken the Digestive Organs and Fail to extract the nutriment of the oats that **Have Been Chewed**.

A **GIBSON OAT CRUSHER** in your stable will **Clean** and **Crush** your oats, and your horses will get the full benefit of every oat you feed 'em. It will build 'em up in bone and muscle. No waste. No colic.



BEFORE



AFTER

The Rule For Crushed Oat Feeding is as follows:
 "Whatever Quantity of whole Oats you Feed:
 Feed 15 per cent Less in Weight of **CRUSHED**
OATS." and

We absolutely **GUARANTEE** the following results:

1st—You save **At Least** 15 per cent on your Feed Bill.
 2nd—Put your stock in better condition in every way, building em up in bone and muscle.

At the present price of oats a 15 per cent saving means about 9 cents on the bushel! How many bushels are **You** feeding?

Send for our "B-Book," a treatise on Crushed Oat Feeding. **We Ship Machines on Trial!**

Millions of bushels of Crushed Oats (crushed on Gibson Machines) are fed every month of the year.

DO IT NOW!

Gibson Oat Crusher Co.

Patentees and Sole Manufacturers.

McCormick Building

CHICAGO; ILL.

Team Owners—Attention
Improved Granite Block Pavements
Save Your Horses—Save Your Trucks



Illustration shows Germantown Avenue, Philadelphia, Pa., paved with Grouted Granite Block—Improved type. Note sign on Pole. Chief Engineer William H. Connell, placed this sign on the street to call attention of Team Owners and citizens to the perfection of Improved Granite Block on this street as a desirable permanent paving for a business street.

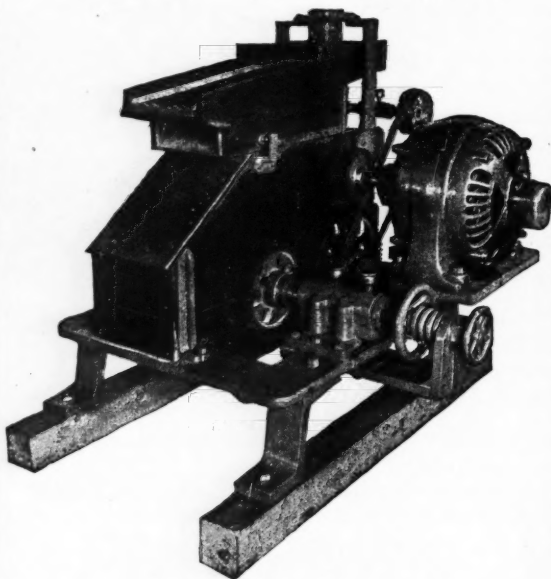
Urge City Officials to Lay
Improved Granite Block Pavements

Improved Granite Block Pavements are never slippery—afford a proper foot-hold for the horse, provide easy traction for rapid and safe handling of heavy or light loads. At the same time they meet every requirement of the citizen for a smooth, easily-cleaned, perfectly sanitary, never rutted, permanent pavement, which will remain in perfect condition for a long period of years, with little or no cost for repairs and upkeep, no matter how heavy and continuous the traffic may be.

Urge the Use of Improved Even-Surface
Granite Pavements in Your City—
It Means Money Saved and
Horses Saved for You

Granite Paving Block Manufacturers' Association of the U. S. (Incorporated)
 54 Devonshire Street Boston, Mass.

"Essential to Anyone Keeping Horses"



MIDDLESEX MEADOWS FARM
South Lincoln, Mass.

October 9, 1914.

Frank R. Blake Supply Co.,
1128 Salem St., Malden, Mass.

Gentlemen:

I am in receipt of your letter of October 7, asking me if the Oat Crusher which you put into my new stable is working in a satisfactory manner.

It gives me great pleasure to be able to tell you that I consider it not only a good thing, but also almost essential to any one keeping horses. Animals or horses eating uncrushed oats are much more liable to get colic, and in addition to this a great deal of the nutriment in the oats is wasted.

I have studied the matter with a good deal of care, and have decided that not only in the case of race horses in training, but also in the case of all work horses, an Oat Crusher is of the greatest benefit. The Oat Crusher which you have sent to me has certainly done its work thoroughly well, not only crushing the oats, but also cleaning them, which if done by hand would take a good deal of time.

It will always be a pleasure to me to recommend your oat crusher to anyone.

Yours very truly,

(Signed) A. HENRY HIGGINS.

Mr. Higgins Uses a

Bell Oat and Corn Crusher

Patentees and Sole Manufacturers

W. L. McCULLOUGH CO.

YPSILANTI, MICH.

Write for Catalogue and Prices.

AGENCIES:

Guy E. Tracy, 225 Fidelity Building Buffalo, N. Y.
A. J. Stoltz, 329 Clinton St. Milwaukee, Wis.
R. C. Kellogg, Granite Bldg. St. Louis, Mo.
Sam V. Thompson, 3213 East 6th St. Kansas City, Mo.
Frank R. Blake Supply Co., 1128 Salem St. Malden, Mass.
H. B. Fridstein, Room 606, 37 So. Wabash Ave. Chicago, Ill.
G. A. McPhail, 258 Concord Ave. Detroit, Mich.
W. C. Young, 916 Arch St. Philadelphia, Pa.
Twin City Oil Co., Ltd. Berlin, Ont., Canada
A. H. Savage, Pioneer Bldg. St. Paul, Minn.
C. Kirk Hillman, Seattle, Wash.
James A. Johnson, 4341 Ashland Ave. Norwood, Ohio
Albert Danke, 617 Sanders St. Indianapolis, Ind.
J. E. Blackall, 10816 Tacoma Ave. Cleveland, O.

Foreign Export Agents:

The Electric Sales Co., 511 Free Press Bldg. Detroit, Mich.

90 Out of every **100**
team owners are using our

KING ROLLER BEARING FIFTH WHEELS

We are after the other ten.

We guarantee that this wheel, if put on as directed, will stop the pole from breaking and from whipping and will cure galled necks on the horse. They need no grease; you never have a loose bolt in the gear of the wagon; your horse can stand on his feet on smooth or slippery pavements.



They will save \$25 a year repair bill.

We guarantee these wheels to give the best of satisfaction.

See your builder—they can be put on old wagons at small expense.

Valuable to both heavy trucks and light wagons.

Write to us.

KING FIFTH WHEEL COMPANY
PHILADELPHIA, PA.

H. W. Selle & Co.

1000-1016 N. Halsted St.,

CHICAGO, ILL.

Manufacturers of

Excelsior Wrappers

¶ When in the market for Excelsior Wrappers remember the only independent manufacturers. We have no connection whatever with the Excelsior Wrapper Trust.

¶ We manufacture first class pads out of high grade basswood excelsior, which we manufacture ourselves, and use extra good paper.

¶ Our prices are low. Our capacity is large enough for any orders. Please give us a trial. All orders receive immediate attention.



Coliseum of St. Louis.

St. Louis' splendid Coliseum and Convention Hall, at Jefferson and Washington Avenues, was built by St. Louis Merchants to provide adequate accommodations for large gatherings of national character. It has housed national conventions, horse shows, circuses, grand opera, and the largest religious meeting ever held.

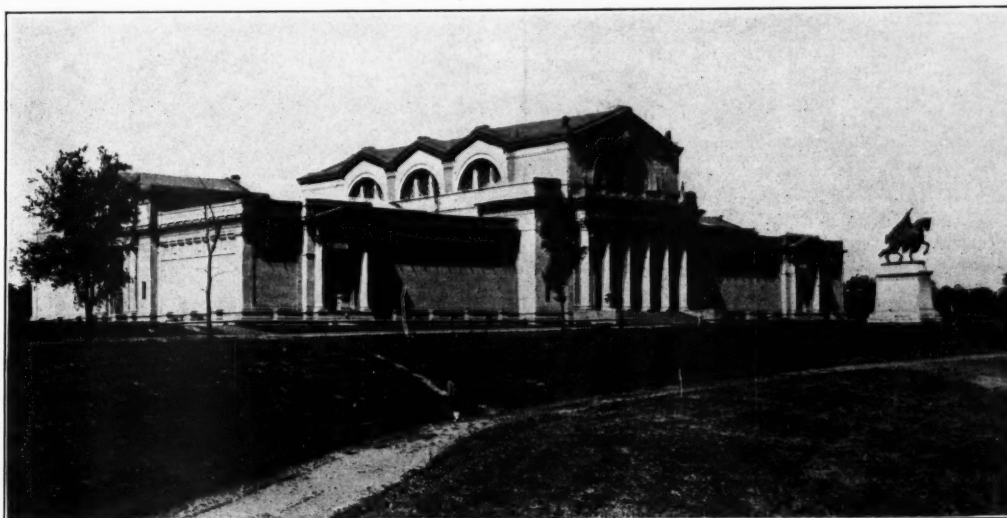
The exterior dimensions of the building are 200 by 300 feet. The arena is 102 feet wide by 210 feet long and will seat 15,000 persons.

The St. Louis Team Owners' Association

presents greetings to the NATIONAL TEAM OWNERS' ASSOCIATION in convention assembled, Springfield, Mass.

You are invited to hold your 1916 session in St. Louis, the Central Convention City.

St. Louis' geographical location produces the maximum of attendance at the minimum of cost to the delegates.



The City Art Museum, Forest Park, St. Louis, Mo.

This is the only Municipal Art Museum which is open free every day in the year to the public.

Officers of the St. Louis Team Owners' Association.

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Kin. Central 107 Bell, Olive 3590

HUPP TEVIS, Vice President,
113 Pine Street.

ROBERT F. MITCHELL, Treasurer,
4769 Easton Ave.

JOHN P. VAHRENHOLD,
Sergeant at Arms,
3120 N. Thirteenth Street.

FARWELL WALTON, Traffic Mgr.,
614-20 South Sixth St.,
Kin. Central 319 Bell, Main 3025

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Heavy Railroad Traffic in Mill Creek valley, seen from the Bellefontaine Car in crossing Fourteenth Street Bridge, St. Louis, Mo.



THE ORIGINAL REMEDY

Hagmayer Chemical Co.

LANSDALE, PENNA.

An absolute Specific
for Inflammation,
and a Great Hair
Grower.

WHAT IT WILL CURE.

Scratches, Cracked Heels, Mud Fever, Scalds, Hopple Chafes, Speed Cracks, Soreness, Bruised Heels, Calks, Quittor, Thrush, Old Sores, Indolent Ulcers, Fistulas, Collar and Saddle Galls: Chafing, Burns, Cuts, Sprains, Swelling, and all Skin Diseases.

Put Up As Follows:

2½-Ounce Boxes	Price \$.25
6 -Ounce Boxes	Price .50
16 -Ounce Boxes	Price 1.00

Well known for many years among Horse Owners, as a Panacea for all ills of the horse.

LARABIE THE GREAT, (3) 2.12 3-4.

MacLaren Stock Farm,
Buckingham, P. Q., Canada.

Dear Sirs:—In regard to Hagmayer's Ointment and Heel Salve would say that it has given us the best satisfaction of any remedy we have ever used, and I have tried nearly all kinds. I race horses winter and summer, and we are annoyed with cracked heels during the winter, caused by salt which they use on the streets to melt the snow and ice, and I find that your Ointment and Heel Salve is as good in winter as in summer, as it does the work just the same. I will always keep a supply in the barn. Yours truly, Jos. L. Heald, Supt.

TEACH THE BOY—

the hired man, or whoever takes your horses to the blacksmith's shop to ask for Capewell nails. Also to be sure that he gets them.

It's important for you. You can't afford to accept a substitute. This is especially true in the shoeing of heavy horses and those which put their shoeing to the severest tests.

Capewell nails hold best. They save horse owners from needless shoeing bills and the loss of shoes which would have to be replaced.

The leading horse nail of the world and the best at a fair price. Not cheapest regardless of quality.

You will always know The Capewell by the Trade Mark—a pattern on the head of each nail formed by lines crossing each other diagonally.

The Capewell Horse Nail Co.

— Hartford, Conn., —

Largest Makers of Horse Nails in the World.

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MODERN FIREPROOF FURNITURE STORAGE WAREHOUSING

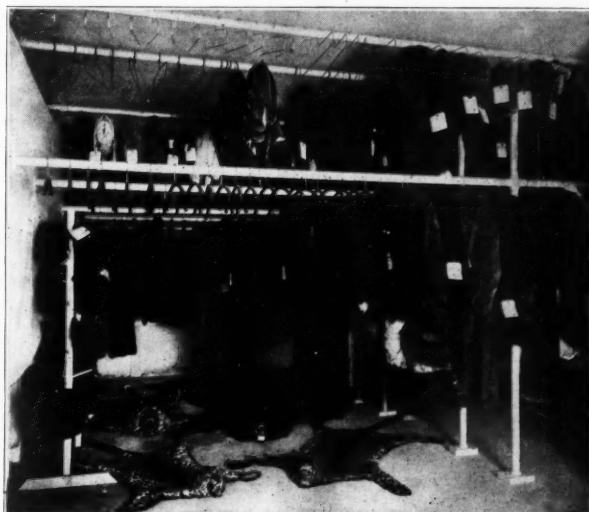


LADIES' REST ROOM.
Cater to the Comforts of Your Lady Customers.



MODERN GENERAL OFFICES
Be Up-To-Date—Show Progress.

**HAS YOUR
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OUTGROWN
YOUR
PRESENT
QUARTERS?**



FUR STORAGE
A Business Getter—Money Maker.

**ARE YOU
DESIROUS OF
ERECTING A
NEW
WAREHOUSE?**

Consult those foremost in their line. Those who stand for every progressive feature in architecture and engineering of modern fireproof furniture warehouse design and construction, who can also furnish funds necessary for construction.

MOORES & DUNFORD

ARCHITECTS AND WAREHOUSE ENGINEERS.

10 S. LaSalle Street. CHICAGO, ILL.

The
**BUFFALO (N. Y.) TRUCKING
 ASSOCIATION**

members send greetings and best wishes
 to their fellow workers.

1915

Cheaper Hauling is Your Business

The low cost of transporting your merchandise by the motor vehicle depends upon a body capacity and type properly built and measured to carry the goods to be hauled with the least amount of overload to the chassis.

The body is the container of the goods and the chassis the muscle that transports the body and its goods to their destination.

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Built Bodies



They are made to fit standard chassis from definite plans and patterns, made ready at our plant with all equipment for the proper securing to the chassis for which they are designed. Any dealer can attach a Highland body.

Highland-Ford Bus Bodies

The Highland Ford Bus bodies are designed to obtain the greatest safe seating capacity. They are made for hard service, built only after the best engineering planning and experience, and are light, but strong.

**The Highland Body
 Mfg. Co.**
 607 Elmwood Place,
 Cincinnati,
 Ohio.

Dealers: Be sure to profit by our 1915 dealers' contract. You get all of the business that comes from your territory

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**Dissatisfied Purchasers of the
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Dr. J. M. Stewart's Gall Remedy

For Galls, Scratches, Barb Wire Cuts and Sores of all kinds. Excelsior Liniment, Lightning Colic Remedy, Peerless Hoof Ointment, Pure Condition Powders, Worm Powder, Heave Powder, and Proud Flesh Powder. Also **DR. L. C. ORR'S** Cough and Sore Throat Remedy, Fever and Distemper Remedy, Special Liniment for Internal and External Use, Liquid Physic, Blistering Ointment and Gall Powder.

We Furnish Free Samples & Advertising

"HORSE SENSE," A Booklet containing Valuable Information, **FREE.**

Manufactured by only

THE STROHAUER SONS COMPANY

Successors to JACOB STROHAUER & SONS CO.

CARO, MICHIGAN.

The Jenks Anti-Germ Individual Cup Fountain Is a Humane Proposition for the Horse and a Time Saver for the Owner



No. 16 Fountain—Weight 2600 Lbs.

A few drinks during the day from these sanitary fountains, keep horses in good condition—enable them to do more work.

The time saved, the convenience, the feeling of safety in having reins in hand while horse is drinking all tend to make the Jenks fountains a valuable and necessary part in the equipment of a public highway.

Picture in your mind two thousand, eight hundred and twelve horses drinking from a No. 16 between 7 a. m. and 6 p. m., without the slightest confusion or in any way blocking the street. Your hard worked horses are entitled to the better facilities provided in such a fountain for getting a drink. Humane considerations demand it. Notwithstanding the efforts of some officials to make of the open sanitary fountain a "goat" to cover up inefficient methods practised for stamping out glanders or for any other reason, the individual cup fountain has the oily, dusty pail carried about on the street all

day and often loaned by one driver to another, on a toboggan to the discard.

The number of cities, towns and villages installing Individual Cup Fountains is increasing rapidly.

THE H. F. JENKS CO., Inc.

Pawtucket, R. I., U. S. A.

Telephone Superior 4919

Repairing, Painting and Trimming.

J. METZLER & SONS CO.

Manufacturers of

Wagons and Trucks
Commercial Auto Bodies

158-160 East Grand Avenue

CHICAGO

Horses Fed Scientifically Are the Most Efficient

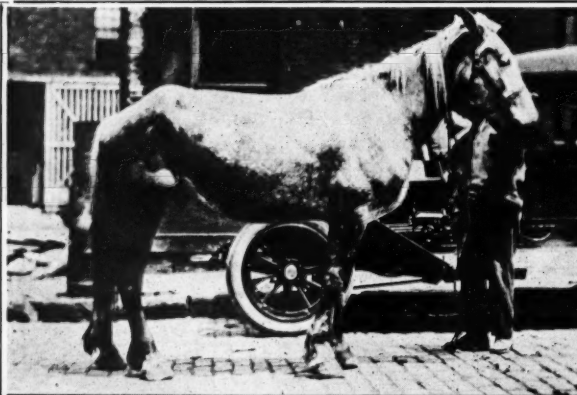
Hand S

Eighty horses 100 per cent efficient will do as much work as one hundred horses 80 per cent efficient, at 80 per cent of the cost.

Note:—It is most important that every horse you own, be in shape to work up to its fullest capacity—100 per cent EFFICIENT.

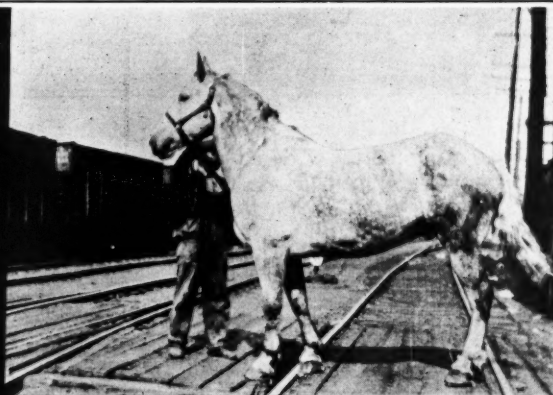
Hamlin's H. & S. ALFALFA FEED is a scientific ration—Horses fed on it are fed scientifically—you can keep them 100 per cent EFFICIENT.

The photographs below show the marvelous results that H. & S. Alfalfa Feed will produce.



BEFORE

WEIGHT, JUNE 23RD 1914 - 1320 LBS.



AFTER

WEIGHT, OCT. 8TH 1914 - 1740 LBS.

GAIN 420 LBS.

Mr Dwight E Hamlin,
Pittsburgh, Pa.

Dear Sir:—

Pittsburgh, Pa., June 2nd, 1914.

As the grain ration for our horses we have been feeding your product exclusively at our Lee and Hamilton Yard since the fall of 1913. Our horses gained on the average about 150 lbs. each and we look on this as a fine record, considering we have been hauling heavy loads and that the horses were compelled to pull through the unprecedented snows of the first three months of 1914. Our horses are in much better condition than when you took them over for experimental purposes.

We had been attempting to put weight on our horses for several years by increasing the amount of oats fed them; colic resulted and our veterinarian ordered us to cut down the grain ration. We find with your feed that we can increase or decrease the ration as we may desire without fear of colic, thus regulating the weight of our horses. We are now convinced beyond question that you have hit on a scientific method of feeding.

Yours truly,

YOUGHIOGHENY COAL COMPANY,

J. F. Flood,

General Manager.

Besides our H. & S. Alfalfa Feed, we manufacture HAMLIN'S QUALITY FEED, Composed of Oats, Corn, Alfalfa and Cane Syrup.

HAMLIN'S EUREKA CHOP, composed of Oats, Corn, Alfalfa, Distiller's Grain, Brewer's Grain, Old Process Oil Meal and Cane Syrup.

WRITE US.

DWIGHT E. HAMLIN

Mfr. of Scientific Feed

38th Street & A. V. R. R.

Pittsburgh.

TRANSFER & STORAGE

The New Delivery Idea For Pianos and Victrolas

LOUPILCO PADDED COVERS



Practical tests have proven the superior merits of these covers. The heavy cotton batting affords perfect protection and does not permit the slightest scratch or mar. Loupilco Padded Covers **Insure Safe, Clean, Economical Delivery**, pay for themselves in a short time, and will last for years.

Piano Covers \$5.00 each

Covering: Outside; heavy 8 oz. Ducking. Inside; Top Front and Ends; Canton Flannel.

Filling: Carded Colored Cotton.
Finish: Straight Stitched, then Cross Stitched—making covers very durable.

Color: Khaki only.

Size: Made to fit largest size upright Piano.

Your Name Free on Piano Covers if requested.

Victrola Covers \$1.75 each

Covering: Heavy Drill. **Filling:** Carded Colored Cotton. **Finish:** Straight Stitched, thus preventing separating of cotton. **Color:** Khaki only. **Size:** Made to fit largest size Victrola—Covers can be used for smaller size Victrolas also.

LOUPILCO FURNITURE PADS

Size	68x80 Heavy Drill	....\$14.50 dozen
"	52x68 " "	..... 11.00 "
"	36x68 " "	..... 7.50 "

Made in Green or Khaki color, as desired

Name Printed on Free
in lots of one dozen or more if desired.

Padded Covers for Foot Boards . . 1.00 ea. } Per Set
Padded Covers for Head Boards . \$1.75 ea. } \$2.75

Made of heavy Drill and Cotton Batting one side only to fit standard 4 ft. 6 in. beds.

Guarantee: If you are not entirely satisfied return Covers at our expense.

TERMS:—2 per cent 10 days—
30 days net F. O. B. Louisville

LOUISVILLE PILLOW COMPANY
360 East Market Street
LOUISVILLE, KENTUCKY

TRANSFER & STORAGE

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THE SHOE THAT MAKES THE HORSE "COME BACK"

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Horse Power

This Illustration Speaks for Itself

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Efficiency

The only REAL
Rubber Horse Shoe
ever put on the
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Modern Shoeing to
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tions.

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NO SLIPPING

NO LAMENESS

Air Cushion Pads

In a Class by Themselves



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WE convert a
PAVED or
ASPHALT
STREET
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MEADOW
PASTURE

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yet seen an
ordinary case of
Hoof Lameness
that our Air
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